

THE PRACTICAL SCIENCE AND ARTS OF
BLENDING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOOMING,
MAKING OVER OLD HATS NEW.



THE
RENOVATOR'S
METHODICAL OR SYSTEMATIZED
"ENCYCLOPEDIA."



**THE
PRACTICAL HATTERS'
SCIENTIFIC AND ARTISTIC
"INSTRUCTOR"**

"THE HENDRICK SYSTEM"

A complete and practical hand system of copies of instructions in the
"Blending, Bleaching, Dyeing, Trimming, Reshaping, Reblooming of Hats,
making Over Old Hats New," with plans for starting and establishing
an "Estate and Independent Business Enterprise."

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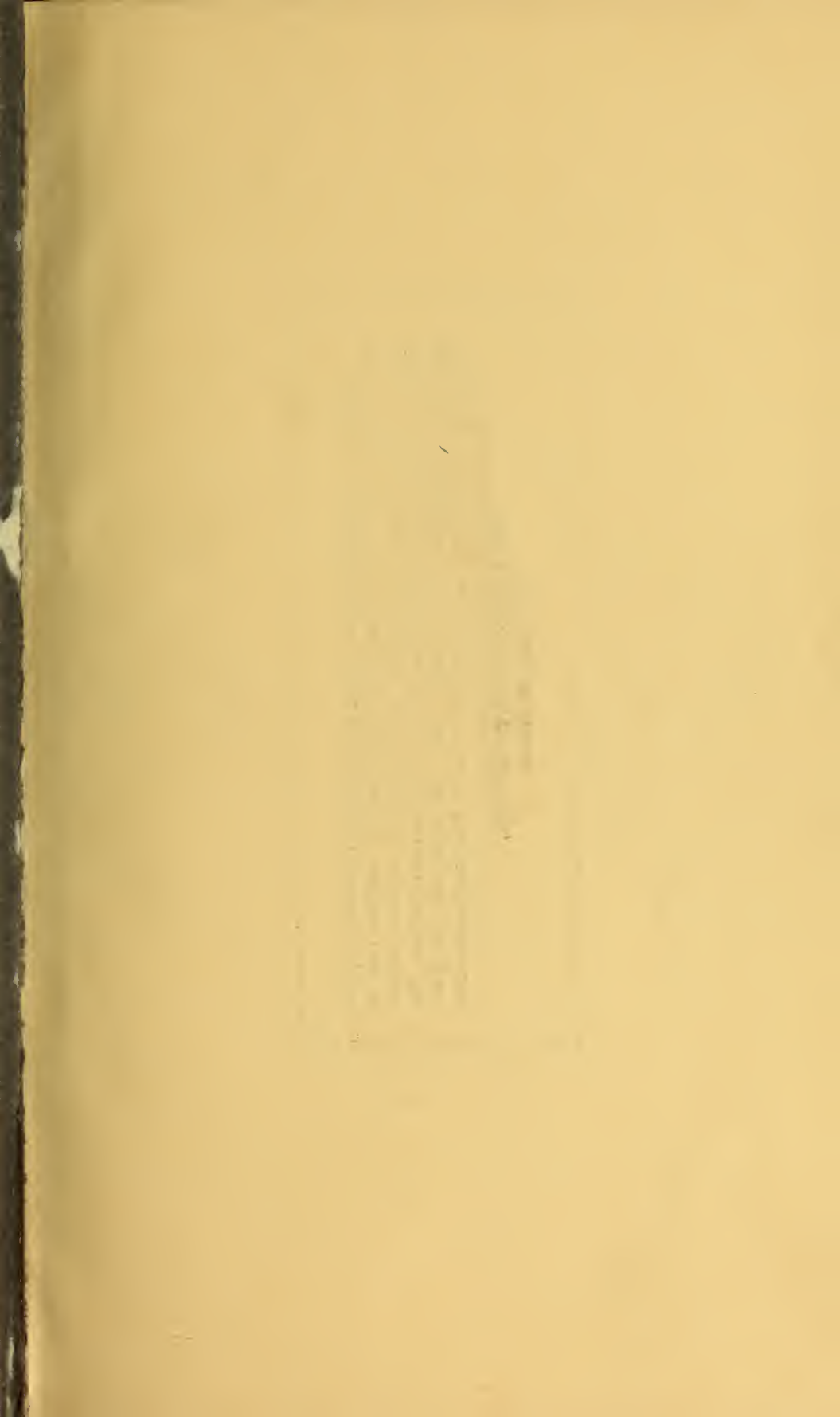
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Unfilled specially to the man who wants to learn a Profitable
and Independent Trade, and who is willing to make an earnest ef-
fort to an earnest way to accomplish the result and to the man
with not little or no capital, who wants to make money by
establishing the enterprise.

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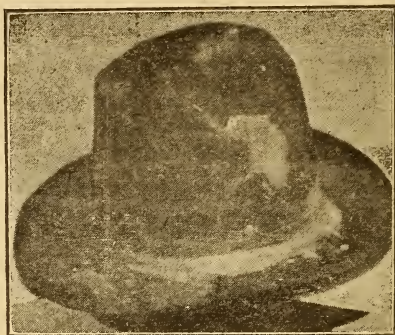
SPECIAL OPPORTUNITY—Learn the Garment Cleaner's, Presser's, Dyer's, Renovating Trade, that immediately enables you to start a dignified and independent money-making business enterprise, with but small capital, that pays enormous cash profits. No expensive equipments are necessary. We will teach you the practical trade. Write us at once for free booklet, full particulars, etc. Address all letters or communications to

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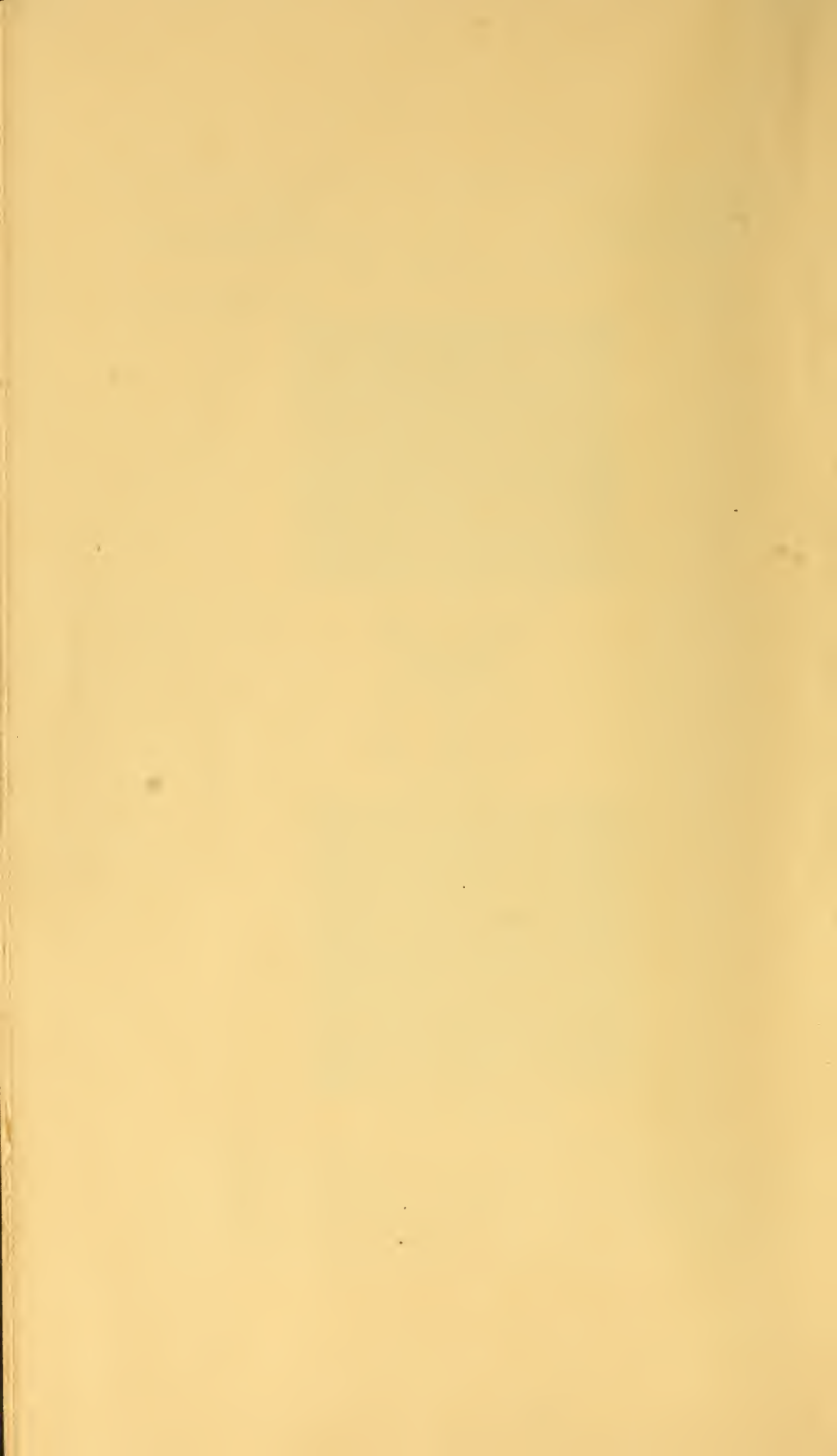


Before Reblocking.



After Reblocking

A complete and practical hand system or course of instructions in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats. "Making Over Old Hats New," with plans for starting and establishing the Profitable and Independent Business Enter-



Holmes; Robert, W. M.

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1912.

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msw Aug. 9/12

**THE PRACTICAL SCIENCE AND SECRETS OF
CLEANING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOCKING,
MAKING OVER OLD HATS A NEW.**

"CAUTION."

As many of the instructions, etc., herein, "The Hatter's Scientific and Artistic Instructor," have been obtained by practical experience in the renovating of hats, and otherwise obtained at a large expenditure of time and money, we warn any one from **COMPETING, PUBLISHING, SELLING OR OFFERING FOR SALE** any one or more of the instructions, etc., separate from the volume itself, as same are fully protected by **COPYRIGHT**, and we shall protect our rights to the full extent of the law governing copyrights.

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"THE SYNDICATE SYSTEM."

"PREFACE BY THE SYSTEMATIZER AND COMPILER."

The object of this valuable and practical book, or system, or course of instructions is to teach you a profitable and independent trade, and show you how to start in business for yourself on but little or no capital.

There is nothing difficult about the plans and instructions, etc., and if you are willing to put forth your best efforts, throwing all your energy into the

**CLEANING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOCKING OF HATS, "MAKING OVER OLD HATS NEW,"**

There is no reason why you should not succeed in learning the practical trade and establishing the profitable and independent money-making business enterprise.

If you are willing to work hard for some one else for a salary, or where your income is not sufficient for your wants, or where there is no chance to better your financial condition, etc., you have all the more incentive to work when you know that you, yourself, are going to reap all the benefits of a profitable and independent trade or business enterprise.

When, added to this, you know that you have an opportunity to make money out of a profitable and independent trade, or practical business enterprise of your own, where you get paid in full Cash Profit Dollars for your service, your work is a pleasure and becomes fascinating.

If you can do any one thing as well as anyone else, your success depends only upon the amount of ambition you are capable of exerting. If you can do any one thing better than anyone else, success is certain. This is an age in which specialists succeed in a greater measure than those who do many things well, and the man or woman who can do any one thing better than anyone else has but to let the fact be known, and the opportunity to succeed will seek you out, no matter where you locate.

The instructions, plans, etc., contained here, within the Hatter's Scientific and Artistic Instructor, are not all of them new; in fact, all have been tried and tested by practical men, with years of experience in the trade, and the same are practical knowledge, acquired by practical experiments in the business enterprise.

The trade, or the instructions, etc., are not difficult or hard to learn, or overworked, and the hustler who learns the profitable trade and establishes the independent enterprise and pushes it energetically will find that he has a good thing in which to make money.

Remember, always, that the man or woman who becomes easily discouraged rarely ever succeeds in establishing a profitable and independent money-making business enterprise.

With best wishes for your success,

Yours very truly,

ROBERT W. M. HOLMES.

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MAKING OVER OLD HATS NEW.**

"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 1."

INSTRUCTIONS, ETC., NO. 1.—Special introductory, Miscellaneous instructing business pointers, Expense and profits, Demand and service, What others have done you can do, Opportunities—and other valuable and practical instructions, etc., pertaining to the hatter's profitable renovating trade, and business enterprise—Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking—making over old hats new.

INSTRUCTIONS, ETC., NO. 2.—When, after starting the business and practically learning the trade, the secrets of prosperity and success, special business pointer, determination, stickability, pluck and energy. When, after learning a profitable trade, faith, confidence and ability. Our ambition and desire in compiling and systematizing of instructions for specially teaching the inexperienced the "hatter's" renovating trade.

INSTRUCTIONS, ETC., NO. 3.—The Syndicate System or Course of Instructions in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats, Making Over Old Hats New. **NO EXPENSIVE EQUIPMENTS ARE NECESSARY TO PRACTICALLY LEARN THE TRADE, OR TO ESTABLISH THE PROFITABLE BUSINESS ENTERPRISE.**

INSTRUCTIONS, ETC., NO. 4.—The learning of the trade, starting the business and establishing the enterprise. Hat tools, supplies, etc., necessary in order to practically learn the profitable trade and to start and establish the independent enterprise.

INSTRUCTIONS, ETC., NO. 5.—The practical work tables, boards and special instructing explanation notes. Special instructing note, heating the irons. The practical spotter or tampion. The cleaning fluids necessary, pertaining to the practical and general cleaning, etc., of various hats.

INSTRUCTIONS, ETC., NO. 6.—The practical hatters, customary renovating business sign for the enterprise. The various places suitable for starting, conducting and establishing the profitable and independent business enterprise. Special instructing, suggesting and advising note, pertaining to the establishing of the business. The Hatter's Scientific and Artistic Instructor.

Dedicated specially to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish the result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.

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"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 2."

INSTRUCTIONS, ETC., NO. 7.—The Practical Methods, Processes, etc., for the washing, scouring, cleaning of soft, fur or felt hats, derbys, stiff and silk hats. Practical detail, special instructing and explanation notes, etc.

INSTRUCTIONS, ETC., NO. 8.—The (dry) Scouring, Cleaning of (black or colored) soft, fur or felt hats. Special instructing and explanation note. How to (dry) scour and clean (black or colored) slightly soiled hats and extremely badly soiled hats.

INSTRUCTIONS, ETC., NO. 9.—The (dry) scouring, cleaning of (white or light colored) soft, fur or felt hats. Special instructing and explanation note. How to (dry) scour and clean (white or light colored) slightly soiled hats and extremely badly soiled hats. Extra imported method, or process, instructing, etc., for slightly soiled hats (different methods), and for extremely badly soiled hats. Special instructing and explanation note.

INSTRUCTIONS, ETC., NO. 10.—How to clean slightly soiled and extremely badly soiled derbys, stiff or silk hats. The (dry) cleaning of derbys or stiff hats. Special instructing explanation note. The (dry) cleaning of silk hats.

INSTRUCTIONS, ETC., NO. 11.—The practical Methods or Process for the (wet) scouring and cleaning of soft, fur or felt hats. **SPECIAL IMPORTANT INSTRUCTING AND EXPLANATION NOTE.** How to (wet) scour and clean soft, fur or felt hats. Special instructing and important pointer: when to (wet) scour and clean a soft, fur or felt hat.

INSTRUCTIONS, ETC., NO. 12.—The practical Methods or Processes, etc., for the Stiffening and Restiffening of soft, fur or felt hats, derbys, stiff and silk hats. Practical hat stiffening solution, especially for dark, white or light colored hats. Special receipt or formula, with directions for mixing and preparing the solution or hat stiffening. Special instructing pointer and note. How to apply the hat stiffening or solution in the stiffening or restiffening of soft, fur or felt hats, derbys, stiff and silk hats. Special explanation note.

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"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 3."

INSTRUCTIONS, ETC., NO. 13.—The practical instructions, methods, pointers, explanation, etc., for the Reblocking, Shaping, Reshaping, Trimming, Retrimming, etc., of soft, fur or felt hats, derbys, stiff and silk hats. Special instructions and explanation note.

INSTRUCTIONS, ETC., NO. 14.—The Reblocking of soft, fur or felt hats. How to Reblock a soft, fur or felt hat. The Reblocking and Shaping or Reshaping the crown of a hat. How to remove iron marks from hats. The steaming of hats, etc. Special instructing explanation note.

INSTRUCTIONS, ETC., NO. 15.—Practical instructions, etc., pertaining to the crown of hats, after the steaming of same. Special instructing explanation note. Practical instructions, etc., pertaining to the brim and crown of hats.

INSTRUCTIONS, ETC., NO. 16.—The reblocking, ironing or pressing the brim of soft, fur or felt hats. How to reblock, iron and press the brim of hats. Special instructing note, pertaining to the brim of the hat. Special instructing note, pertaining to the crown and brim of the hat. Special instructing pointer.

INSTRUCTIONS, ETC., NO. 17.—The placing and sewing of the sweatband or leather in hats. How to place and sew the sweatband or leather in the hat. Special instructing pointer or note. The placing and sewing the hat band or ribbon on hats. How to place and sew the hatband or ribbon on the hat. How to place and sew the hatband bow on the hat. and the hatband down around the hat. Special instructing pointer or note.

INSTRUCTIONS, ETC., NO. 18.—The shaping, or reshaping of the brim of hats. How to shape or reshape the brim of the hat. Special instructing pointer or note. How to curl the brim of hats and to use the curling shackles.

INSTRUCTIONS, ETC., NO. 19.—EXTRA SPECIAL INSTRUCTIONS, ETC., practical methods, pointers, explanations, etc., for the shaping, reshaping, curling, etc., of the brim of soft, fur or felt hats, without the use of the "flange," as per the shapes and styles—the Straight Brim, the Roll Brim, the Curl Brim, etc. How to shape or reshape the straight brim, the roll brim, the curl brim style, etc.

INSTRUCTIONS, ETC., NO. 20.—The practical instructions, pointers, explanations, methods, etc., for the reblocking, shaping, reshaping, trimming, retrimming, etc., of derbys, stiff and silk hats. Special instructing and important business pointer or note.

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"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 4."

INSTRUCTIONS, ETC., NO. 21.—The practical instructions, regular, special and extra special methods, pointers, explanations, etc., for the Cleaning, Bleaching, etc., of Panama hats, straw hats, etc. Special instructing or explanation note.

INSTRUCTIONS, ETC., NO. 22.—The REGULAR method or process for cleaning and bleaching of Panama hats and straw hats. How to clean and bleach a Panama hat as per the regular method or process. The cleaning and bleaching of straw hats, per the regular method or process of cleaning and bleaching.

INSTRUCTIONS, ETC., NO. 23.—The SPECIAL method or process for the cleaning and bleaching of Panama hats and straw hats. The cleaning and bleaching of Panama hats, per special method or process. To clean and bleach per this special method or process. The cleaning and bleaching of straw hats, per the special method or process.

INSTRUCTIONS, ETC., NO. 24.—EXTRA SPECIAL method or process. The (wet) scouring, cleaning, bleaching, of Panama hats and straw hats. Special instructing explanation note. How to (wet) scour, clean and bleach a Panama hat per the extra special method or process, etc. The (wet) scouring, cleaning and bleaching of straw hats. How to scour, clean and bleach straw hats, as per the extra special method or process, etc. Special instructing pointer, or explanation note, pertaining to the (wet) scouring, cleaning and bleaching method or process.

INSTRUCTIONS, ETC., NO. 25.—Special instructions or pointer, pertaining to the cleaning and bleaching of slightly soiled and medium soiled Panama and straw hats. Special pointer or suggestion note, pertaining to the cleaning and bleaching of Panama hats and straw hats, where same are only to be cleaned and bleached, or are not to be reblocked, reshaped, etc.

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"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 5."

INSTRUCTIONS, ETC., NO. 26.—The practical instructions, methods, pointers, explanations, etc., for the Reblocking, Shaping, Reshaping, Trimming, Retrimming, etc., of Panama hats and straw hats. Special instructing pointer or note.

INSTRUCTIONS, ETC., NO. 27.—The REGULAR method, etc., for the reblocking, shaping or reshaping of Panama hats. How to reblock, shape or reshape a Panama hat, per the regular method, etc. Special instructing pointer or note.

INSTRUCTIONS, ETC., NO. 28.—The trimming or retrimming of Panama hats. The placing and sewing the hatband or ribbon on Panama hats. How to place the hatband bow on and sew the bow on and the hatband down around a Panama hat. How to place and sew the sweatband or leather in Panama hats.

INSTRUCTIONS, ETC., NO. 29.—SPECIAL METHOD—How to reblock, shape or reshape a Panama hat, without the use of the "flange" or brim-block, per the special method, etc. Special instructing pointer. The shaping or reshaping of the crown of a Panama hat, per the special method, etc. How to shape or reshape the brim of a Panama hat, without the use of the "flange" or brim-block. Special instructing pointer. Special instructing pointer pertaining to the finishing of Panama hats reblocked, reshaped, etc., per the special method, etc.

INSTRUCTIONS, ETC., NO. 30.—The reblocking, reshaping, trimming, retrimming, etc., of straw hats. How to reblock, reshape and retrim straw hats. Special instructing, business pointer or note, pertaining to the reblocking, reshaping, etc., of straw hats.

INSTRUCTIONS, ETC., NO. 31.—The practical methods, processes, etc., for the stiffening, restiffening, etc., of Panama hats and straw hats. The restiffening of Panama hats. How to make or prepare the hat stiffening solution for Panama hats. How to apply the hat stiffening solution. Another method for restiffening a Panama hat.

INSTRUCTIONS, ETC., NO. 32.—How to stiffen or restiffen straw hats. The stiffening or restiffening of straw hats.

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**"THE SYNOPSIS OF MISCELLANEOUS INSTRUCTIONS, ETC.,
CONTENTS NO. 6."**

INSTRUCTIONS, ETC., NO. 33.—The valuable and practical pointers, methods, instructions, etc., pertaining to the renovating of hats, making over old hats new and other information, etc.

INSTRUCTIONS, ETC., NO. 34.—The polishing of soft, fur or felt hats. Derby, stiff or silk hats. The polishing pad and how to make the polishing pad. How to polish soft, fur or felt hats, derbys, stiff and silk hats.

INSTRUCTIONS, ETC., NO. 35.—The cleaning and the replacing of hat-bands or ribbons. To clean hat-bands or ribbons. The replacing of hat-bands or ribbons.

INSTRUCTIONS, ETC., NO. 36.—How to telescope soft, fur or felt hats. How to telescope Panama hats.

INSTRUCTIONS, ETC., NO. 37.—Practical instructions, etc., pertaining to the heating of the cleaning fluids for the DRY CLEANING of soft, fur or felt hats, derbys, stiff and silk hats. How to heat the cleaning fluid, pertaining to Dry Cleaning. The CAUTION, pertaining to the heating of dry cleaning fluids.

INSTRUCTIONS, ETC., NO. 38.—Various spots and stains. Spotting crayons. The heat of irons. Special important instructing note, pertaining to the heat of irons. Hat measurements and how to find the size of a hat a man or a boy should wear.

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"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 7."

INSTRUCTIONS, ETC., NO. 39.—The instructions, methods, processes, pointers, explanations, etc., pertaining to the dyeing, or redyeing, of soft, fur or felt hats, Panama hats and straw hats. The dyeing of soft, fur or felt hats. Special instructing pointer. Extra important note.

INSTRUCTIONS, ETC., NO. 40.—The practical dyes for the dyeing of soft, fur or felt hats. Special instructing pointer, pertaining to colors. How to determine the amount of dye required to dye a soft, fur or felt hat. Vessels for dyeing.

INSTRUCTIONS, ETC., NO. 41.—How to prepare the dye bath or solution for dyeing. Directions for mixing and preparing the dye bath or solutions for the dyeing of soft, fur or felt hats. How to dye a soft, fur or felt hat. Important special instructing pointer pertaining to the dyeing of hats. Removing the hat from the dye bath, or solution, after the dyeing of same. The dyeing of hat-bands or ribbons.

INSTRUCTIONS, ETC., NO. 42.—The practical methods, processes, etc., for the dyeing of Panama hats and straw hats. The dyeing of Panama hats and straw hats. The practical dye for the dyeing of Panama and straw hats. Dyeing black, dyeing green, dyeing purple, dyeing blue or brown, dyeing red or yellow. How to dress dyed Panama and straw hats.

INSTRUCTIONS, ETC., NO. 43.—The practical methods, processes, etc., for the dry dyeing and coloring of Panama and straw hats. Special instructing pointer. How to dry dye or color Panama and straw hats. To dry dye or color a Panama hat, or a straw hat. Special important instructing pointer pertaining to the dyeing of hats.

Dedicated specially to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish the result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.

"THE SYNOPSIS OF INSTRUCTIONS, ETC., OF CONTENTS NO. 8."

INSTRUCTIONS, ETC., NO. 44.—Special miscellaneous business pointers, suggestions, advertising methods, instructions, etc., pertaining to the renovating of hats—making over old hats new, and to the establishing and conducting of the profitable and independent enterprise. Special advertising business pointer. Advertising method No. 1.

INSTRUCTIONS, ETC., NO. 45.—How to solicit work, or business, and at the same time introduce the service of cleaning, bleaching, dyeing, trimming, reshaping, reblocking, making over old hats new. Special advertising pointer.

INSTRUCTIONS, ETC., NO. 46.—Special business suggestion. Important note. How to make more cash profit. How to appoint agents and establish agencies for the enterprise in other surrounding towns, etc.

INSTRUCTIONS, ETC., NO. 47.—Miscellaneous information, pointers, etc. Where to purchase or buy the various HAT SUPPLIES, ETC., such as hat blocks, band blocks, or brim blocks, inner and outer bands, etc., and other various hat tools, supplies, etc. Special instructing business pointer, pertaining to the purchasing and selecting of hat blocks and flanges, or brim blocks.

INSTRUCTIONS, ETC., NO. 48.—Important instructing note, pertaining to the reblocking of the brim of hats. Special instructing pointer, pertaining to the trimming of the brim of hats. Extra important instructing pointer pertaining to the use of BENZINE SOAP.

INSTRUCTIONS, ETC., NO. 49.—Important special instructing business pointer. Special PRECAUTIONS pertaining to the cleaning, bleaching, dyeing, trimming, reshaping, reblocking, making over old hats new.

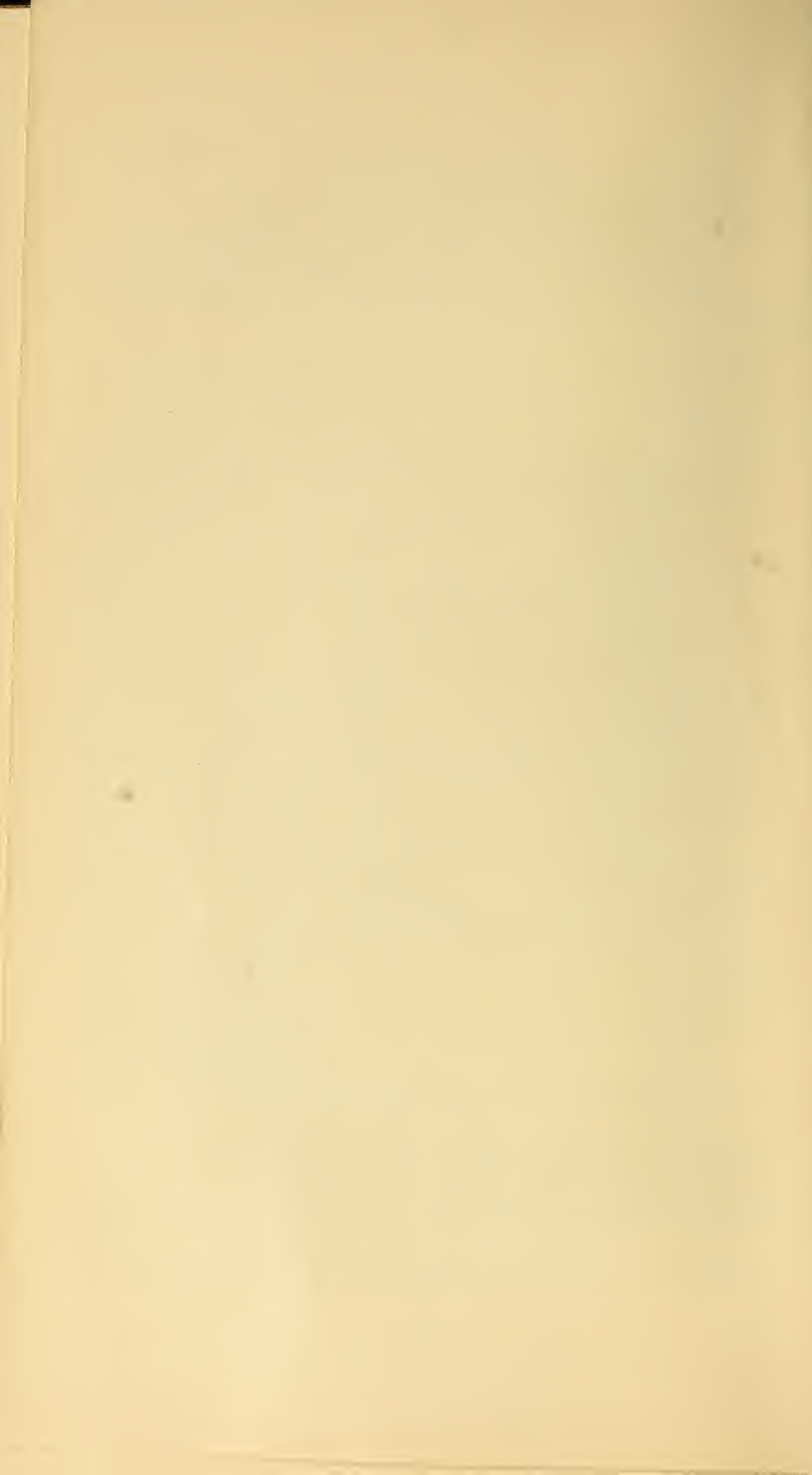
INSTRUCTIONS, ETC., NO. 50.—Work and success. How to be successful. Prices usually charged. Prices usually obtained for only cleaning of soft, fur or felt hats. Prices usually obtained for only cleaning and bleaching of Panama hats and straw hats. Prices usually obtained for the reblocking and reshaping of hats, etc. Making over old hats new. Prices usually obtained for only the dyeing of hats. Extra important special instructing pointer. The conclusion, WHAT OTHERS HAVE DONE, YOU CAN DO.

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**The
Methodized or Systematized
"Encyclopedia."**

**The Hatter's
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"THE SYNDICATE SYSTEM."

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PRICE FIFTEEN DOLLARS.

**Compiled and Systemized by a Scientific and Artistic Hatter
For Teaching the
Inexperienced the "Hatter's" Practical and Profitable Renovating Trade.**

"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 1."

**"THE PRACTICAL HATTER'S RENOVATING TRADE AND PROFIT-
ABLE BUSINESS ENTERPRISE."**

SPECIAL MISCELLANEOUS INSTRUCTING BUSINESS POINTERS.—Expense and profits, demand and service, what others have done you can do, opportunity, and other valuable and practical instructions, etc., pertaining to the Hatter's Profitable Renovating Trade and Business Enterprise—Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking—Making Over Old Hats New.

"SPECIAL INTRODUCTORY."

The practical Hatter's Renovating Trade, Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats—Making Over Old Hats New—or Enterprise, is without a doubt one of the most profitable and inde-

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"INSTRUCTOR."

"THE SYNDICATE SYSTEM."

pendent, legitimate money-making trades or business propositions that can be successfully financed and established with but small capital, or cash money, in most any private or business location, and rapidly built up out of the cash profits accumulated almost with its inception.

"EXPENSE AND PROFITS."

The cash profits of the practical hatter's renovating trade or business enterprise are enormous. The usual prices obtained for Cleaning, Trimming, Reshaping, Reblocking—making over old hats new—are from \$1.25 to \$2.00; cost of material, etc., used, 10c to 15c; cash profits, \$1.15 to \$1.85.

The prices obtained for only the cleaning of hats, are from 50c to \$1.00; cost of cleaning fluids, etc., used, 3c; cash profits 37c to 97c.

The above is only an example of the cash profits of the trade or enterprise, and the other branches of the trade afford equal cash profits, and in some parts of the service, even better profits.

"DEMAND AND SERVICE."

The service of Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats—making over old hats new—is on the increase, and constantly in demand. The service is not that of supplying a luxury, but an actual necessity. In other words, a man has a hat cleaned, bleached, dyed, trimmed, reshaped or reblocked, etc., to avoid the purchase of another. Thereby not only saving cash money for himself, but at the same time making cash money for you, and you have only to realize that every man is a prospective customer to grasp the immense field of rich opportunities afforded by this practical and profitable trade and independent money-making business enterprise.

A complete and practical hand system or course of instructions in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats. "Making Over Old Hats New," with plans for starting and establishing the Profitable and Independent Business Enterprise.

**THE PRACTICAL SCIENCE AND SECRETS OF
CLEANING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOCKING,
MAKING OVER OLD HATS NEW.**

WHAT OTHERS HAVE DONE YOU CAN DO.

The practical instructions, etc., contained herein, "THE HATTER'S SCIENTIFIC AND ARTISTIC INSTRUCTOR," enables the inexperienced to practically learn the profitable trade, Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking—MAKING OVER OLD HATS NEW—and to successfully establish and conduct the independent, legitimate money-making business enterprise, with but little practical experience, or with the proper amount of an earnest effort in an earnest way to accomplish that result.

"OPPORTUNITY."

The opportunity is now within your grasp to learn the practical hatter's renovating trade, Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking—MAKING OVER OLD HATS NEW—and to practically and successfully start and conduct the profitable and independent business enterprise, financed with but small capital, cash money, expended for the necessary supplies, etc., specified, per the following instructions, etc.. **LEARNING THE TRADE, STARTING THE BUSINESS AND ESTABLISHING THE ENTERPRISE.**

There are in most localities splendid opportunities, or openings, for starting and establishing the profitable and independent, money-making business enterprise, Cleaning, Bleaching, Dyeing, Trimming, Reshaping.

Reblocking of Hats, "Making Over Old Hats New"
The field is not overcrowded, as other lines of business; comparatively few establishments of this kind are existing, and competition in this special line of the hatter's practical renovating trade, or business enterprise, is very limited, this condition being due to a great extent to the lack of scientific and artistic knowledge as to the practical conducting of same.

Where there is one engaged in the hatter's practical renovating trade, there would be hundreds if they knew how to practically do the work, Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking—MAKING OVER OLD HATS NEW. It's a long pull to learn its secrets in the course of ordinary experience. Its methods, etc., are a sealed book of secrets. Consider, therefore, what this chance or opportunity means to you. It means knowledge of the Scientific and Artistic Hatter's Practical Renovating Trade, or Business Enterprise.

It means the opportunity of securing for almost nothing the practical experience that required years of labor and experiments to acquire.

Dedicated special to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish that result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.

**THE
METHODIZED OR SYSTEMATIZED
"ENCYCLOPEDIA."**

**THE HATTER'S
SCIENTIFIC AND ARTISTIC
"INSTRUCTOR."**

"THE SYNDICATE SYSTEM."

It means the opportunity of **LEARNING A PROFITABLE TRADE**, that immediately fits you to start and conduct a **MONEY-MAKING BUSINESS ENTERPRISE**, with but small capital, that pays enormous cash profits.

**AFTER STARTIN THE BUSINESS AND PRACTICALLY LEARNING
THE TRADE.**

When, after starting and establishing this profitable and independent enterprise—Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats—"Making Over Old Hats New"—then do your best to make the business a success; patient, faithful labor and hustling to make the word "failure" spell "success," is the providence and secret of prosperity and success.

"SPECIAL BUSINESS POINTER."

Remember that any honorable business enterprise of your own, however distasteful and humble it may be, is better than being the slave for others, but the man or woman with determination, stickability, pluck and energy will not despise a small beginning, but will endeavor to make the word "failure" spell "success."

"WHEN AFTER LEARNING A PROFITABLE TRADE."

When after learning a profitable and independent trade, have unlimited faith and confidence in your ability, be ambitious, don't get discouraged, and you will soon find yourself on the road that leads to prosperity and success in the trade, and in the establishing of a profitable and independent business enterprise.

OUR AMBITION AND DESIRE.

In compiling this Practical System or Course of Instructions, specially for teaching the inexperienced the Renovating and Hatter's Trade, it is our ambition and earnest desire to so instruct and make you thoroughly

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MAKING OVER OLD HATS NEW.**

competent in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats—"Making Over Old Hats New"—and that, without difficulties, you will practically and successfully learn the trade and establish the profitable and independent business enterprise.

To learn the Renovating Hatter's Trade, realize that there is practically no success without effort. To make you competent and successful we must have your co-operation from first to last. Study the instructions until you understand every detail, then practically follow the instructions, etc. Then have unlimited confidence in your ability; don't get discouraged. There is nothing difficult about the instructions, plans, etc., and if you are willing to make an earnest effort in an earnest way, you can practically learn the trade and successfully establish and conduct the profitable and independent business enterprise, as per the specified instructions, etc., contained herein, the Practical Hatter's Scientific and Artistic "INSTRUCTOR."

The Syndicate System or Course of Instructions in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats, "Making Over Old Hats New."

NO EXPENSIVE EQUIPMENTS ARE NECESSARY.

The Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats—Making Over Old Hats New—is a profitable and independent trade or money-making enterprise, that can be learned easily and established in most any business locality, practically with but small capital and rapidly built up out of the cash profits accumulated almost with its inception, and you have only to realize that every man is a prospective customer to grasp the immense field of rich opportunities offered by this profitable and independent trade or business enterprise.

No expensive equipments are necessary, but many people are under the impression that the trade is a difficult trade to learn and that to engage in, or to start and establish the business enterprise, a large investment of capital—money—is necessary for supplies, hat tools, etc.

All that is absolutely necessary for starting the business enterprise is the KNOWING HOW TO DO THE WORK, and the following supplies, hat tools, etc., specified, as per this System or Course of Instruction, in the Cleaning, Bleaching, Dyeing, Reshaping, Reblocking of Hats, Making Over Old Hats New.

Dedicated special to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish that result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.

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LEARNING THE TRADE, STARTING THE BUSINESS AND ESTABLISH-
ING THE ENTERPRISE.

HAT TOOLS, SUPPLIES, ETC., NECESSARY.—In order to practically learn the profitable and independent trade—Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats, "Making Over Old Hats New"—and to start and establish the enterprise, the following hat tools, supplies, etc., will be necessary, viz.:

7 Hat Blocks, of the style preferred, as per the following sizes: 6 1-2, 6 3-4, 6 7-8, 7, 7 1-8, 7 1-4, 7 1-2.

7 Flanges, of the style preferred, as per the following sizes: 6 1-2, 6 3-4, 6 7-8, 7, 7 1-8, 7 1-4, 7 1-2.

7 Band Blocks, as per the following sizes: 6 1-2, 6 3-4, 6 7-8, 7, 7 1-8, 7 1-4, 7 1-2.

One Hatter's Iron, 1 Curling Shackle, 1 Flange Stand, 1 Block Spinner, 1 Curling or Shaping Board, 1 Tolliker, 1 Puller Down, 1 Runner Round, 1 Brim Iron, 1 Spring Rounding Jack, 1 Stretch Block, 1 Size Ring, 1 Set Telescope Blocks, 1 Brim Brush, 1 Penetrating Brush, 1 Finishing Brush, 1 Block Cord and other supplies, etc., as follows: Hat Bands or Ribbons, Sweat Bands or Leathers, Sweat Band Bows, Stickers, Hat Pads, Hatter's (Benzine) Soap, Etc.

THE WORK TABLE AND BOARDS.

In practical working it will be necessary to have a table to do the work on, etc. This table should be nothing more than a common, ordinary table, with duck or canvas cloth tacked tightly over same.

SPECIAL.—In the Reblocking, Reshaping the brims of hats it is necessary to have two boards to iron or press out the brims of hats. One board for light colored hats and the other board for dark colored hats. These boards should be of cypress; the size of same should be about 18 inches wide and 24 inches long.

Note.—The reason these two boards are necessary: caution must be used in the ironing or pressing out of the brims of light colored hats on the board where dark colored brims of hats have been ironed or pressed out, on account of the dyes left on the board from the ironing or pressing out of dark colored brims of hats.

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SPECIAL INSTRUCTING NOTE.

HEATING THE IRONS.—To heat the irons, etc., purchase from most any hardware dealer a small gasoline stove or burner. However, use your own judgment in regard to heating the irons, etc.

THE PRACTICAL SPOTTER OR TAMPION.—This is very useful and handy in the removal of various spots and stains, etc., not removed in the washing and cleaning of hats. It should be made out of two pieces of woolen cloth, by placing the two pieces together and rolling same tightly into a roll; then sew same, so it will not unroll. The same is used for applying the cleaning fluids to the various spots, stains, etc., as per the fluids, instructions, etc., specified for the removal of spots, stains, etc., not removed in the washing, scouring and cleaning of hats.

CLEANING FLUIDS.—In starting practically it will be necessary to have on hand in the beginning a small amount of gasoline to wash, scour and clean the hats and other necessities, such as hat stiffening, etc.

"THE PRACTICAL" HATTER'S "CUSTOMARY BUSINESS SIGN."

SIGN.—A large sign will be an advantage to the business, and will impress the general public that you are prepared to do scientific and artistic cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats, "Making Over Old Hats New." The following will give you the idea in regard to a sign for the enterprise:

**OLD HATS MADE OVER NEW.
CLEANED, BLEACHED, DYED, TRIMMED, RESHAPED, REBLOCKED.**

PLACES SUITABLE.—In starting the enterprise—Cleaning, Reblocking of Hats, etc., "Making Over Old Hats New"—if possible, it is best to have, or open the establishment on the ground floor, but same can be successfully established and conducted in office rooms, etc., or in your own residence.

Other places of business, conducted by others, as follows, make splendid places for establishing the enterprise, such as exclusive Dry Goods

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Stores, Barber Shops, Gents' Furnishing Stores, and various other places of business, etc. However, use your own judgment in regard to the location in opening and establishing the enterprise.

SPECIAL BUSINESS POINTER OR SUGGESTION NOTE.—We would suggest and advise you to open or start and establish the enterprise, if possible, exclusively and independent of any other business enterprise, in most any good business locality or location.

"THE HATTER'S SCIENTIFIC AND ARTISTIC INSTRUCTOR." ..

The instructions, etc., herein, "THE HATTER'S SCIENTIFIC AND ARTISTIC INSTRUCTOR," are not difficult to learn, and if you are willing to make an earnest effort in an earnest way to accomplish results in studying the instructions, and practically following the instructions, etc., there should be no reason that you would not succeed in learning the practical Hatter's Renovating trade, as per the following specified instructions, etc.:



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 2."

THE PRACTICAL METHODS, PROCESSES, INSTRUCTION, ETC., FOR THE WASHING, SCOURING, CLEANING OF SOFT, FUR OR FELT HATS, DERBYS, STIFF AND SILK HATS, AS PER THE FOLLOWING PRACTICAL INSTRUCTIONS, DETAILS, SPECIAL EXPLANATION NOTES, ETC., SPECIFIED AS FOLLOWS:

THE (DRY) SCOURING AND CLEANING OF (BLACK OR COLORED) SOFT, FUR OR FELT HATS. SPECIAL INSTRUCTING AND EXPLANATION NOTE.—In the cleaning of colored soft, fur or felt hats, that are to be retrimmed, reshaped, reblocked, etc., the methods or processes of cleaning same are as per the specified instructions, etc., as follows:

In the cleaning of a hat, first pull the sweatband out and the hat-band or ribbon off, then thoroughly brush same well, removing as much dirt, dust, etc., from same as possible in order to receive the best possible results in the cleaning of same.

"HOW TO (DRY) SCOUR AND CLEAN (BLACK OR COLORED) SOFT, FUR OR FELT HATS."

SLIGHTLY SOILED.—If the hat is but slightly soiled, to clean same, thoroughly wash, scour and scrub (with a stiff brush) all of the parts, in hot or cold gasoline, in which a small amount of "benzine soap" has been dissolved.

Then when same has been thoroughly scoured and scrubbed, again wash and rinse the hat out in clean gasoline and allow evaporation, or place the hat in the sun to dry. Now when thoroughly dry, the hat is ready for the applying of the (hat) stiffening.

BADLY SOILED.—In the cleaning of badly soiled hats, the same are soaked in gasoline several hours, or for a day or night, then afterwards

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scoured and scrubbed, etc., as per the above specifications, instructions, etc., for the cleaning of but slightly soiled hats.

THE (DRY) SCOURING, CLEANING OF (WHITE OR LIGHT COLORED) SOFT, FUR OR FELT HATS.

SPECIAL INSTRUCTING AND EXPLANATION NOTE.—In the cleaning of white or light colored soft, fur or felt hats, that are to be re-trimmed, reshaped, reblocked, etc., the methods or processes of cleaning are as per the specified instructions, etc., as follows:

The first thing to do is to pull the sweatband or leather out and the hat-band or ribbon off, then thoroughly brush same well, removing as much dirt, dust, etc., as possible in order to receive the best possible results in the cleaning of same.

"HOW TO (DRY) SCOUR AND CLEAN (WHITE, LIGHT COLORED) SOFT, FUR OR FELT HATS."

SLIGHTLY SOILED.—If the hat is but slightly soiled, to clean same thoroughly wash, scour and scrub (with a stiff brush) all of the parts in hot or cold gasoline, in which a small amount of "benzine soap" has been dissolved. Then when the hat has been thoroughly scoured and scrubbed, again wash and rinse same out in clear gasoline and allow evaporation, or place the hat in the sun to dry.

"EXTRA SPECIAL METHODS, PROCESS OR INSTRUCTIONS."

EXTRA.—Now, when the hat is thoroughly dry, sprinkle same with plaster Paris and brush same off, and repeat the application as many times as might be necessary to receive the best results possible in the cleaning of same. The hat is now ready for the applying of the (hat) stiffening.

BADLY SOILED.—In the cleaning of extremely badly soiled hats, it is very necessary to soak same in gasoline for several hours, or for a day or night, before attempting to clean same, in order to receive the very best results possible. To clean extremely soiled hats, soak same in gasoline as per the above specified instructions, etc., and then wash,

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scour and scrub same in hot or cold gasoline in which a small amount of "benzine soap" has been dissolved, and then again wash and rinse in clear gasoline and allow evaporation, or place the hat in the sun to dry.

"EXTRA SPECIAL METHODS, PROCESS OR INSTRUCTIONS."

EXTRA IMPORTANT.—Now, when the hat is thoroughly dry, then carefully rub or brush lightly all of the surface parts of same with the very finest of emery cloth or paper. Then sprinkle the hat with plaster Paris and brush same lightly, and then apply to the hat a mixture of oxide of zinc and wood alcohol in the form of a very thin paste, and allow same to dry. Now, when the hat is thoroughly dry, then smoothe and finish same with the very finest of emery cloth or paper. The hat is now ready for the applying of the (hat) stiffening.

SPECIAL INSTRUCTION OR EXPLANATION NOTE.

NOTE.—In cleaning soft, felt or fur hats do not remove the sweat-band or hat-band or ribbon, if the hat is only to be cleaned. Also do not apply the (hat) stiffening to hats where same are not to be reblocked, retrimmed, etc., but applying the stiffening to all hats that are to be reblocked, etc.

HOW TO CLEAN SLIGHTLY SOILED AND EXTREMELY BADLY SOILED DERBYS, STIFF AND SILK HATS, AS FOLLOWS:

THE (DRY) CLEANING OF DERBYS OR STIFF HATS.—In the cleaning of derbys or stiff hats, thoroughly brush same before cleaning, removing as much dirt, dust, etc., as possible, in order to receive the best results in the cleaning of same.

The first thing to do is to dissolve a small amount of "benzine soap" in the gasoline, in which hat is to be cleaned. Now to thoroughly clean the hat and to remove all greases, etc., dip the hat into the hot or cold gasoline and then thoroughly wash, scour and scrub (with the hat brush) all parts of the hat with the gasoline and then rinse with clear gasoline and allow evaporation, or place the hat in the sun to dry.

SPECIAL INSTRUCTING EXPLANATION NOTE.—If the hat is only to be cleaned, do not remove the sweatband or leather, or the hat-band or ribbon, but if same is to be retrimmed, reblocked, etc., then remove

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the sweatband or leather and the hat-band or ribbon before cleaning same.

THE (DRY) CLEANING OF SILK HATS.—In the cleaning of silk hats, the same are cleaned with hot or cold gasoline, as per the instructions, etc., specified in the cleaning of derby or stiff hats.

THE PRACTICAL METHODS, PROCESS FOR THE (WET) SCOURING AND CLEANING OF SOFT, FUR OR FELT HATS, PER INSTRUCTIONS, ETC., SPECIFIED AS FOLLOWS:

SPECIAL IMPORTANT INSTRUCTION AND EXPLANATION NOTE.

In (wet) scouring and cleaning of soft, felt or fur hats, first wash and scour same in hot or cold gasoline, as per the instructions, etc., specified for the dry cleaning of soft, felt or fur hats, then if the results by this cleaning of the hat are not satisfactory, restiffen same, as per the instructions, etc., specified for the restiffening and the applying of the hat stiffening. Then, after the hat has been restiffened and same is thoroughly dry, (wet) scour and clean same as follows:

HOW TO (WET) SCOUR AND CLEAN SOFT, FELT OR FUR HATS.
—First heat a bucket of water lukewarm, while heating place in same a tablespoonful of carbonate of soda. Now, after the water is lukewarm, dip the hat into the lukewarm water and carefully wash well with the hands, then place the hat on table or scouring board and thoroughly wash all parts of the hat with soap and the lukewarm water, using brush in the scouring of same.

Now then, after the hat has been thoroughly scoured and cleaned, rinse well twice in two warm waters, and then in two cold waters, then again rinse in about 2 1-2 gallons of strong salt water, to which add a teaspoonful of acetic acid, then wring water from hat (do not wring out) and hang in the sun, or allow same to dry. After the above cleaning, etc., of the hat is completed, and the hat is thoroughly dry, restiffen same, if necessary, and the hat is then ready to be reblocked, reshaped, etc.

SPECIAL INSTRUCTING AND IMPORTANT POINTER.—The (wet) scouring and cleaning is done only when the hat is extremely dirty and very badly soiled, and only as a last resort, in order to clean same. **WET SCOUR AND CLEAN SOFT, FELT OR FUR HATS ONLY WHEN AB-**

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SOLUTELY NECESSARY in order to receive the best possible satisfactory results.

THE PRACTICAL METHODS OR PROCESS, ETC., FOR THE STIFFENING AND RESTIFFENING OF SOFT, FUR OR FELT HATS, DERBYS, STIFF AND SILK HATS, PER THE INSTRUCTIONS, ETC., SPECIFIED AS FOLLOWS:

PRACTICAL HAT STIFFENING SOLUTION, ESPECIALLY FOR DARK, WHITE OR LIGHT-COLORED SOFT, FUR OR FELT HATS, DERBYS, STIFF AND SILK HATS.—A special receipt or formula for making or preparing hat stiffening solution, for the stiffening or restiffening of all various colors or hats, as per following specified receipt or formula, etc.

SPECIAL RECEIPT, OR FORMULA, AND DIRECTIONS, ETC., FOR MIXING AND PREPARING THE HAT STIFFENING SOLUTION.—To make the hat stiffening, it should be mixed or prepared as per the following instructions, etc.: First break or crush up into small lumps, about 1-4 pound of White Gum Shellac, then place same in a bottle or jar and then pour about 1 quart of Wood Alcohol over the shellac in the bottle, or the jar, then let same set ten or twelve hours and it is ready for using.

SPECIAL IMPORTANT INSTRUCTING POINTER AND NOTE.—It is very important that you do not, at no time, shake or stir the hat stiffening or preparation in the making of same. The solution or mixture should set 12 or 24 hours before attempting to use same.

HOW TO APPLY THE HAT STIFFENING OR SOLUTION IN THE STIFFENING OR RESTIFFENING OF SOFT, FUR OR FELT HATS, DERBYS, STIFF AND SILK HATS.—The stiffening or restiffening of hats, and the applying of the hat stiffening solution is as follows: To apply the hat stiffening solution to a hat, pour a small amount of the solution in a glass or cup, then take a small brush (paint brush) about one inch wide and apply the hat stiffening solution, with the brush, to the inside parts of the crown of hat, and to the bottom side parts of the brim of the hat, using more or less of the solution in the stiffening

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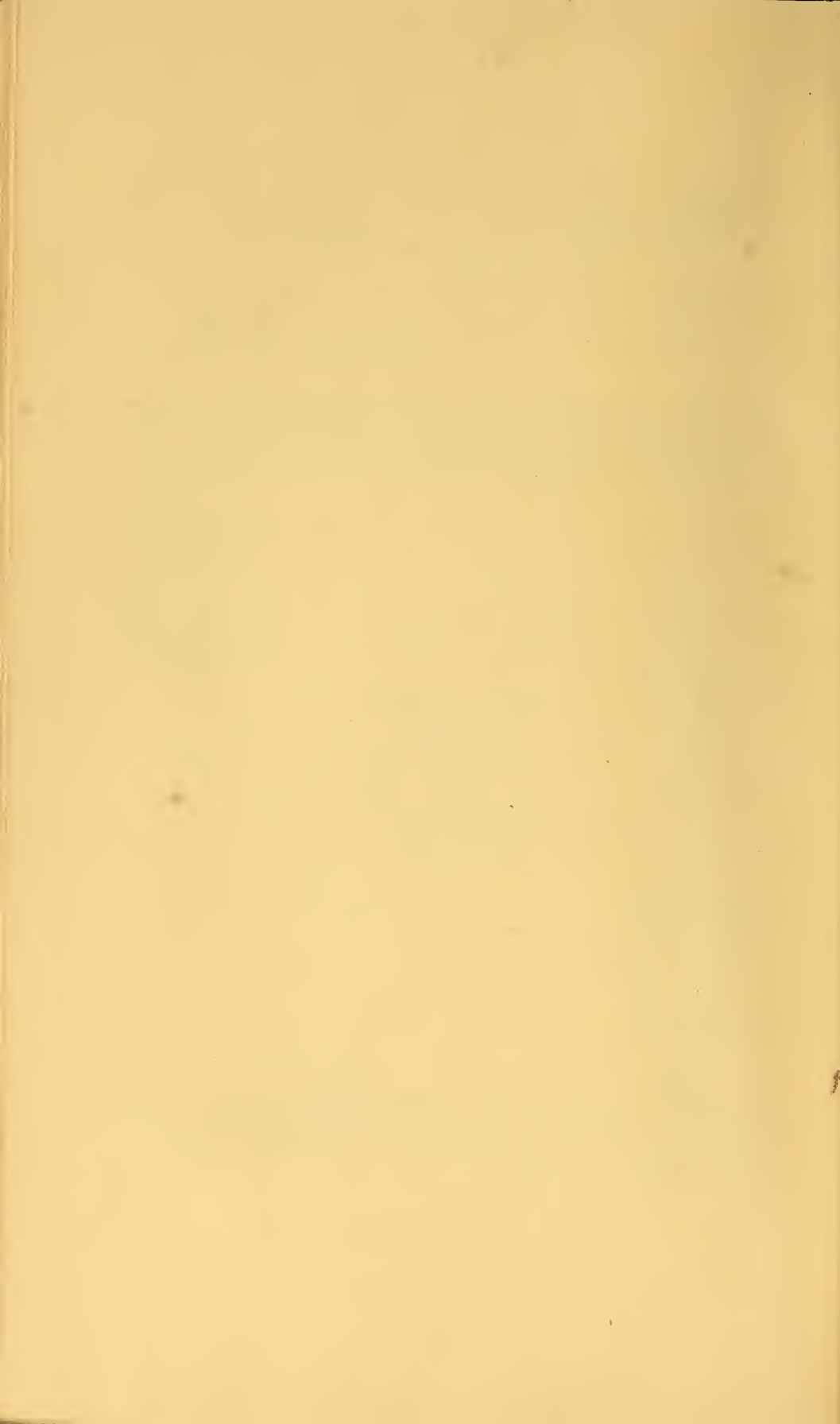
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or restiffening of hats, according to size and condition of hats that are to be stiffened or restiffened, etc.

SPECIAL EXPLANATION NOTE.—In order that you may fully understand the hat stiffening solution, the following will explain same. The Gun Shellac will not thoroughly dissolve in the Wood Alcohol; however, parts or a portion of the shellac will assimilate or mix with the alcohol, but after the mixture or solution sets as specified, same will stiffen or restiffen hats.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 3."

THE PRACTICAL INSTRUCTIONS, METHODS, POINTERS, EXPLANATIONS, ETC., FOR THE REBLOCKING, SHAPING, RESHAPING, TRIMMING, RETRIMMING, ETC., OF SOFT, FUR OR FELT HATS, DERBYS, STIFF AND SILK HATS, AS FOLLOWS:

SPECIAL INSTRUCTION AND EXPLANATION NOTE.—In the re-blocking of soft, fur or felt hats, first thoroughly clean same, removing all dirt, dust, grease, spots and stains, etc., then after same has been cleaned, restiffen the hat, as per the instructions, etc., specified for the applying the hat stiffening, and then, after same has been restiffened, place the hat on the hat-block and reblock same, as per the instructions, etc., specified as follows:

THE REBLOCKING OF SOFT, FUR OR FELT HATS.

HOW TO REBLOCK SOFT, FUR OR FELT HATS.—The first thing to do is to place the hat on the hat-block and pull the crown of the hat down over the hat-block well and thoroughly tight. (Use the "puller down" and tightly pull the crown of hat down over the hat-block.)

Now, after the hat is placed on the hat-block and pulled down over the hat-block, good and tight, with the "puller down," then tie or place the "hat-cord" around the crown of the hat on the hat-block, as follows:

Wet the hat-cord with water, then place the hat-cord around the crown of the hat on the hat-block (have a slip knot loop to hat-cord) and draw the hat-cord around about the middle of the crown of hat, on the hat-block, as tight as possible. Now then, take the "runner round" and run or work the hat-cord down to the bottom of the crown of the hat, evenly all the way around the bottom parts of the crown of hat on the hat-block (making the depth of crown of hat as desired). The crown of the hat on the hat-block is now ready to be worked over with the iron,

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or ironed or pressed.

**HOW TO IRON, RESHAPE, REBLOCK THE CROWN OF THE HAT ON
THE HAT-BLOCK.**

First see that the iron is not too hot, by placing the iron on a piece of newspaper, and if it does not scorch the paper it will not scorch the hat, and is not too hot. In ironing the crown place the iron on top of the crown ironing around and around with a circle movement until the top part of the crown of hat is completely ironed. Now when the top of the crown is completed, lift the hat and block off the block stand, then take hold of the bottom of the block with the left hand and lay block down on the edge of the table and iron the side of crown of hat all around as close up to the hat-cord as possible. When the ironing of crown of hat is completed, it is now necessary to steam the hat to remove the iron marks, etc.

STEAMING THE CROWN OF HAT, REMOVING IRON MARKS, ETC.

**HOW TO STEAM AND REMOVE THE IRON MARKS, ETC., FROM
THE CROWN OF THE HAT.**

STEAMING THE CROWN OF THE HAT, REMOVING IRON MARKS, ETC.—To steam and remove the iron marks, etc., place about a quart of water in a 3 or 5 gallon bucket or can and set same on the stove or fire, then when the water is boiling, steaming hot, it is ready for using.

Now lift the hat-block from the "Spinner" and take hold of the bottom of the hat-block and place or hold the crown of the hat on hat-block, down well in, over the opening of the bucket or can containing the boiling steaming water, until all of the iron marks, etc., have completely disappeared.

SPECIAL INSTRUCTING AND EXPLANATION NOTE.—In steaming a hat, removing the iron marks, etc., be careful not to let the crown or other parts of the hat touch or come in contract with the boiling steaming water.

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**THE REMOVAL, OR SLIPPING THE CROWN OF THE HAT FROM
THE HAT-BLOCK.**

After the crown of the hat has been thoroughly steamed, and has remained on the hat-block 5 or 10 minutes to dry from the steaming of same, removing iron marks, etc., then remove or slip same from the hat-block.

HOW TO REMOVE OR SLIP THE CROWN OF THE HAT FROM THE HAT-BLOCK.—To remove the hat or the crown of the hat from the hat-block, first slip or take the hat-cord from around the hat, then take hold of the bottom part of the hat-block with one hand and carefully work and pull lightly and carefully on the brim of the hat with the other hand, until the crown of the hat slips from the hat-block.

SPECIAL INSTRUCTING NOTE.—If the hat or the crown of the hat is hard to start from the hat-block, take a thin piece of card board and work same in around between the side parts of the crown of the hat and the hat-block.

THE PLACING OF THE CROWN OF HAT OVER THE BAND BLOCK.

Now, after the hat, or the crown of the hat, has been removed or slipped from the hat-block, the first thing to do is to place the "band block" on the work table, or board, and place or slip the bottom opening of the crown of the hat on over the "band block" on the table or board, pushing same down over the "band block" with the hands, evenly all the way around, down to the bottom edge of the "band block" on the table or board. The brim of the hat is now the next part that requires attention, and the same is now to be ironed and pressed out as follows:

**THE REBLOCKING, IRONING, PRESSING OF THE BRIM OF SOFT,
FUR OR FELT HATS.**

HOW TO REBLOCK, IRON AND PRESS THE BRIM OF HAT.—To iron and press the brim of the hat, the first thing to do is to take the "brim-iron" and run same around the bottom outside parts of the

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crown of hat and the back top parts of the brim of the hat. In other words, run the "brim-iron" all around the outside parts of the hat, at the break or joining of the crown and brim of the hat, pressing the "brim-iron" firmly against the band-block.

SPECIAL INSTRUCTING NOTE.—Do not lift the hat from the work table or board until the brim of the hat has been ironed and pressed out, or remove the "band-block" in the ironing and pressing out of the brim of the hat.

SPECIAL.—In the pressing of the brim of the hat, a "pressing cloth" is absolutely necessary, and same should be of Cotton Flannel Cloth and placed over the parts of the brim of the hat in the ironing, steaming and the pressing out of same.

Now, then, place the "pressing cloth" over a small portion of the hat brim, and dampen same lightly with a wet sponge, then take the hat-iron and iron or press the parts of the hat brim under the "pressing cloth."

SPECIAL INSTRUCTING NOTE.—In using the hat-iron, press down firmly on the hat brim, and push the sharp edges of the iron hard up against the bottom edge of the hat crown, against the band-block.

Now, as soon as the iron is lifted from the parts of the hat brim, just pressed, immediately remove the "pressing cloth" from the parts and at once apply the "tolliker" to the pressed parts of the hat brim, rubbing the pressed parts thoroughly with same. Then iron and press out the next parts of the hat brim, and finishing same in this manner until the entire brim of hat has been ironed, pressed and finished, as per the above specified instructions, etc. Then when all parts of the hat brim has been ironed and pressed out and finished, as per the above instructions, etc., lift hat from the work table or board and carefully remove the band-block from same.

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SPECIAL INSTRUCTING NOTE.—The sweatband, or leather, should now be placed and sewed in its proper position in the crown of the hat, as per following instructions, etc..

**THE PLACING AND SEWING OF SWEATBANDS OR LEATHERS IN
HATS.**

HOW TO PLACE AND SEW THE SWEATBAND OR LEATHER IN THE HAT.—First cut one end of the sweatband or leather off straight and then place the sweatband correctly in the hat, allowing the two ends of sweatband or leather to lap, the cut end cover the other end, and mark (at cut end of sweatband) the correct size the sweatband or leather should be to fit correctly in the crown of the hat, then cut the other end of the sweatband off at the mark, which should fit and correspond with the other end of the sweatband.

Now take the sweatband and pull reed out of same about two inches and insert same into sweatband or leather at the other end, placing the two ends of the sweatband or leather together, end to end, then apply the "sticker" to the back parts of the ends, uniting the two ends of the sweatband together. Then sew the little "bow" on the sweatband or leather in its place (using strong thread), then run the needle from the little bow on the sweatband or leather to the flap on the back side of the sweatband or leather. Now place the sweatband or leather correctly in the hat, in its place, and run the needle from the little flap (at back of sweatband or leather) through the hat at the very base of the crown of the hat, and then run the needle back through the hat at the base, or bottom edge of the crown of the hat, almost in the same needle hole, and then insert the needle into the little flap on the sweatband or leather, about one inch around from the same. Now continue sewing the sweat-band or leather in the hat in this manner, all the way around until same is completed.

SPECIAL INSTRUCTING POINTER OR NOTE.—Then when the sweatband or leather has been correctly placed and sewed in hat, in its place, the hat-band or ribbon should then be placed and sewed on the hat in its place, as per the following specified instructions, etc.

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THE PLACING AND SEWING OF HAT-BANDS OR RIBBONS ON HATS.

HOW TO PLACE AND SEW THE HAT-BAND OR RIBBON ON THE HAT.—First place ribbon or hat-band around the bottom outside parts of the crown of the hat and cut the ribbon or hat-band in lengths, so same will lack about an inch reaching around the bottom outside edge of the crown of the hat.

Now, then, carefully place the ribbon or hat-band around the bottom parts of the hat crown, so that the two ends of the ribbon or hat-band will be on the left side, at the bottom outside parts of the crown of hat, then sew or tack the two ends of the ribbon or hat-band to each other, running the needle and thread first in one end and then into the other end of same, drawing the two ends toward each other, sufficiently to make the ribbon or hat-band fit medium tight around the hat at the bottom outside parts of the crown of same. Now then, place the hat-band "bow" on the hat-band and hat as follows:

HOW TO PLACE AND SEW THE HAT-BAND BOW ON THE HAT, AND THE HAT-BAND DOWN AROUND ON THE HAT.

Now then, make the hat-band bow, and place and sew same on the left side of the crown of the hat, on top of the two ends of the hat-band or ribbon, running the needle from the center of the bow through the hat and back through the hat and bow, and then back through the bow and hat almost in the same needle hole each time, when running the needle back through the bow and the hat. Sew and tack the bow on in this manner, tacking same on neatly in as many places as necessary.

HOW TO SEW THE HAT-BAND DOWN AROUND THE HAT.

Now then, after the hat-band bow has been sewed or tacked on the hat in its place, then start from the hat-band bow and sew or tack the hat-band down all around the crown of the hat, at the bottom edge of the hat-band or ribbon. In sewing the hat-band down around the crown of the hat, start the needle from the inside of the hat crown running the needle through the hat and out at the very bottom edge of the hat-

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band or ribbon, then run the needle back through the hat-band and hat, almost in the same needle hole, then sew or stitch same down all the way around, making the stitches about one inch a part.

SPECIAL INSTRUCTING POINTER.—Now, after the hat-band or ribbon has been sewed or tacked down, then the brim of the hat should be reshaped as per the following instructions, etc.

THE SHAPING OR RESHAPING OF THE BRIM OF HATS.

HOW TO SHAPE OR RESHAPE THE BRIM OF THE HAT.—First place the flange on the flange stand, then carefully place the crown of the hat down through the crown hole of flange, letting the brim of the hat lay down flat on the brim parts of the flange. Now then take the (cotton flannel) pressing or sponge cloth and place over the parts of the brim of the hat, dampen same with a wet sponge and iron or press the brim of the hat with the hat-iron, then, immediately after removing or lifting the pressing cloth from the parts of the brim pressed or ironed, take the "tolliker" and rub or press thoroughly the parts on the flange, just ironed and pressed.

SPECIAL INSTRUCTING POINTER.—Now, after applying the tolliker to all the parts of the hat brim ironed and pressed, carefully remove the hat from the flange and the hat is completed, Cleaned, Reblocked, Reshaped, etc., "Made Over New," as per the STYLE of the flange used.

**HOW TO CURL THE BRIM OF HATS AND TO USE THE CURLING
IRON OR SHACKLES.**

TO CURL THE BRIM OF THE HAT.—After the hat has been removed from the flange. then place or lay the hat flat on the work table or board, and curl the brim of the hat as follows: First have the curling iron or shackles but moderately warm, then place the edge of the hat brim in the "curler" of iron or shackles, and run same all around the edge of the hat brim as many times as may be necessary, until the proper curl in the hat brim has been made in same.

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EXTRA SPECIAL INSTRUCTIONS, PRACTICAL METHODS, POINTERS, EXPLANATIONS, ETC., FOR THE SHAPING, RESHAPING, CURLING, ETC., OF THE BRIM OF HATS WITHOUT USING THE "FLANGE" AS PER THE FOLLOWING STYLES: THE STRAIGHT BRIM, THE CURL BRIM, THE ROLL BRIM, ETC.

HOW TO SHAPE AND RESHAPE THE BRIM OF SOFT, FUR AND FELT HATS WITHOUT THE USING OF THE "FLANGE"—AND TO CURL THE BRIM OF SOFT, FUR OR FELT HATS, AS FOLLOWS:

STYLE NO. 1. THE STRAIGHT BRIM.—The straight brim style is shaped or reshaped after the ribbon or hat-band has been placed and sewed on the hat, as per the following specified instructions, etc.:

Now, after the hat-band or ribbon has been sewed on the hat in its place properly, then lay or place the bottom parts of the hat brim on the working table or board, and then place the pressing cloth over the top parts of the hat brim, dampen and iron or press same firmly out and then apply the tolliker to the parts, rubbing all parts of same thoroughly. Simply iron, press and apply the tolliker to the hat brim, as per the instructions, etc., specified for the shaping or reshaping of hats and the applying of the tolliker to same. The straight style of hat would now be completely Cleaned, Trimmed, Reshaped and Reblocked, "Made Over New."

STYLE NO. 2. THE CURL BRIM.—The curl brim style is shaped or reshaped as follows: After the hat-band or ribbon has been sewed on the hat in its place correctly, then place or lay the bottom parts of the hat brim flat on the work table or board and press same out, as per the instructions, etc., specified for the reshaping, finishing, etc., of the Straight Brim Style.

Now, then, curl the brim of the hat with the curling iron or shackles as per the instructions, etc., specified for the curling of the brims of

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hats. Then, after the brim of the hat has been curled, steam the bottom parts of the hat brim slightly, and quickly place same on the "shaping or curling board" and shape or reshape, or set, the brim of the hat as desired. The Curl Brim Style of hat would now be completely Cleaned, Trimmed, Reshaped and Reblocked, "Made Over New."

STYLE NO. 3. THE ROLL BRIM.—The roll brim style of hat is shaped or reshaped as follows: Iron and press the hat brim out on work table or board, as per the instructions, etc., specified for the ironing and pressing of hat brim of Style No. 1—The Straight Brim.

Now then curl the brim of the hat slightly with the curling iron or shackles, as per the instructions for curling of the brim of hats. Then when the hat brim has been slightly curled, steam the bottom parts of the hat brim and immediately after steaming same, lay or place the hat or brim of the hat flat on the work table or board, and quickly apply the tolliker to the brim of the hat, rubbing and pressing the curl in hat brim out sufficiently until the desired results have been received. If the first attempt is not satisfactory, repeat the curling of the hat brim and the rubbing, pressing out the curl with the tolliker until the roll in brim is made and the results are satisfactory.

Now again, after the roll is satisfactory, slightly steam the bottom parts of the brim of the hat, then shape and set the hat brim, placing same quickly on the shaping or curling board after slightly steaming and shaping, setting same as desired.

**THE REBLOCKING, RESHAPING AND TRIMMING OF DERBYS,
STIFF OR SILK HATS.**

DERBYS, STIFF OR SILK HATS are reblocked, reshaped, retrimmed and restiffened, etc., practically in the same manner as per instructions, etc., specified for the reblocking, reshaping, retrimming and stiffening of soft, fur or felt hats, with the exception that a SPECIAL set of hat-

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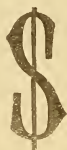
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blocks and flanges are required for the reblocking, reshaping, etc., of same.

SPECIAL INSTRUCTING POINTER AND NOTE.—As an investment with small capital, we would not advise you to purchase a special set of hat-blocks and flanges for the reblocking of derbys, stiff and silk hats, as same are not presented for reblocking, etc., as readily as soft, felt or fur or Panama hats. The Cleaning, Polishing and Trimming of Derbys, stiff or silk hats is more in demand than the reblocking and reshaping of same.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 4."

THE PRACTICAL INSTRUCTIONS, REGULAR, SPECIAL AND EXTRA SPECIAL METHODS, PROCESSES, POINTERS, EXPLANATIONS, ETC., FOR THE CLEANING, BLEACHING OF PANAMA HATS AND STRAW HATS, AS FOLLOWS:

"SPECIAL INSTRUCTING OR EXPLANATION NOTE."

In the cleaning and bleaching of Panama hats, where same are not to be reblocked, reshaped and retrimmed, etc., the method or process to clean and bleach same is as per the following instructions, etc.:

To clean and bleach a Panama hat, the first thing to do is to carefully remove the hat-band or ribbon (do not pull the sweatband out), then if same contains greases, etc., dip the hat in gasoline to remove all grease stains, but if same is not soiled with greases, etc., this gasoline treatment is not necessary.

THE REGULAR METHOD, OR PROCESS NO. 1, FOR CLEANING AND BLEACHING PANAMA HATS AND STRAW HATS.

TO CLEAN AND BLEACH A PANAMA HAT.—Make a paste of lemon juice and sulphur, and apply same to all parts of the hat with a cloth or a sponge, scouring the hat thoroughly with the sulphur and lemon juice paste, and then place the hat in the sun and allow the paste to thoroughly dry on same.

Now then, when the hat and the paste on the hat is thoroughly dry, take a wet cloth and wash and scour the dry lemon juice and sulphur paste completely off of all parts of the hat, then wipe the water off with a clean cloth and immediately apply "wood alcohol" to all parts of the hat, then again place same in the sun to dry. When the hat is

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dry, replace the hat-band or ribbon and same is then completed.

THE CLEANING AND BLEACHING STRAW HATS.—Straw hats are cleaned, bleached and finished in the same manner as Panama hats, with lemon juice and sulphur, as per the specified instructions, etc., for the cleaning and bleaching of Panama hats, per the regular method, or process, of cleaning and bleaching.

THE SPECIAL METHOD, OR PROCESS NO. 2, FOR THE CLEANING AND BLEACHING OF PANAMA HATS AND STRAW HATS.

THE CLEANING AND BLEACHING OF PANAMA HATS.—In the cleaning and bleaching of panama hats, carefully remove the hat-band or ribbon, then clean and bleach same as per the specified instructions, etc., as follows:

TO CLEAN AND BLEACH PANAMA HATS with this process the first thing to do is to dissolve two tablespoonfuls of Oxalic Acid in a pint of water, then when same is thoroughly dissolved, apply the solution to all parts of the hat with a small brush, scouring same well; then rinse same off with water, and then wipe the water off of the hat with a clean cloth.

Now then, after rinseing and wiping or swinging the water off of the hat, apply and rub "sulphur" flour thoroughly, over all parts of the hat and allow same to dry. Then when the hat, etc., is thoroughly dry, again clean same with the oxalic acid, again rinse, swing or wipe off water, and while still wet, apply wood alcohol to all parts of the hat, with a cloth or sponge, and then allow or place same in the sun to dry. When the hat is dry, then replace the hat-band or ribbon and same is completed.

THE CLEANING AND BLEACHING OF STRAW HATS.—Straw hats are cleaned, bleached and finished in the same manner as panama hats, with oxalic acid, water and sulphur, as per the specified instructions, etc., per the process, method, etc., No. 2, for the cleaning and bleaching of Panama hats.

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"EXTRA SPECIAL METHOD, OR PROCESS NO. 3."

**THE (WET) SCOURING, CLEANING, BLEACHING OF EXTREMELY
BADLY DISCOLORED OR SOILED PANAMA HATS AND
STRAW HATS.**

SPECIAL INSTRUCTING EXPLANATION NOTE.—In scouring, cleaning, bleaching Panama and straw hats with this method or process, first remove all grease stains, by dipping the hat in gasoline and then allow evaporation, or to dry, before scouring, cleaning, bleaching, as per the following specified instructions, etc.:

HOW TO (WET) SCOUR, CLEAN AND BLEACH PANAMA HATS.—First soak the hat for about five minutes in water, then scour and scrub same with soap and water (using brush). Then after all parts of the hat have been scoured and scrubbed, rinse same in warm water, then again in cold water.

Now, then, mix the following solution: Dissolve 2 oz. of Permanganate of Potash in 1 quart of boiling water, then when thoroughly dissolved, pour in crock large enough to admit the hat and add to the solution in the crock 2 gallons of water and then same is ready for using.

Now then, immerse the hat in the above solution in crock from three to five minutes, or until it turns a deep reddish brown, then remove and without rinsing enter the hat into the following solution, which is mixed or prepared as follows:

Mix or dissolve thoroughly 1 oz. of Bisulphite of Soda and 1-2 oz. of Sulphuric Acid in 2 1-2 gallons of water, and same is ready for use.

Now, after the hat has entered into this solution, work same in the solution until all the brown has disappeared. (If along the edge of hat the brown is slow in disappearing, use a small brush and scrub same.)

Now, after working the hat in the above solution until all the brown discoloration has disappeared from the hat, remove and wash the hat thoroughly in lukewarm water, then rinse same, swing off the water and rub all the surface parts of the hat with sulphur, then allow same to dry. When the hat is thoroughly dry, brush all of the sulphur off of same and reblock, reshape, etc., as follows: Place the hat well on the hat block, then wet same, after placing the hat on the block. Then reblock, reshape, etc., as per the instructions, etc., specified for the Reblock-

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ing, Reshaping, Etc., of Panama Hats.

THE (WET) SCOURING, CLEANING, BLEACHING OF STRAW HATS.

HOW TO (WET) SCOUR, CLEAN AND BLEACH STRAW HATS.—Straw hats are (wet) scoured, cleaned and bleached in the same manner as Panama hats, and as per the above instructions, etc., specified for the (wet) scouring, cleaning, bleaching of Panama hats.

SPECIAL INSTRUCTION POINTER OR EXPLANATION NOTE.—The (wet) scouring, cleaning, bleaching, of Panama hats and straw hats, should always be used in the cleaning and bleaching of extremely badly discolored or soiled Panama hats and straw hats, in order to receive the best possible results to be obtained.

SPECIAL INSTRUCTIONS OR POINTER.—Slightly soiled and medium soiled Panama hats and straw hats should be cleaned and bleached as per the **REGULAR OR SPECIAL** method or process. Extremely badly discolored or soiled Panama and straw hats should be cleaned and bleached as per the **EXTRA SPECIAL** method or process, etc.

SPECIAL POINTER OR SUGGESTION NOTE.—If the Panama hat or straw hat is only to be cleaned and not reblocked, reshaped, etc., clean and bleach same with the **REGULAR OR THE SPECIAL** method or process.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 5."

The practical instructions, methods, processes, pointers, explanations, etc., for the Reblocking, Reshaping, Trimming, Retrimming, Stiffening, Restiffening, etc., of Panama and straw hats:

THE REBLOCKING, RESHAPING, ETC., OF PANAMA HATS.

"REGULAR" SPECIAL INSTRUCTING POINTER, OR NOTE.—If the hat is extremely dirty and badly soiled or discolored, clean and bleach same as per the instructions, etc., specified for the (wet) cleaning and bleaching of Panama hats.

If the hat is but slightly soiled and dirty, etc., clean and bleach same as per the instructions, etc., specified for the cleaning and bleaching of Panama hats, per process, methods, etc., Nos. 1 and 2.

THE REGULAR METHOD FOR REBLOCKING, RESHAPING PANAMA HATS.

HOW TO REBLOCK, SHAPE OR RESHAPE A PANAMA HAT.—After the hat has been cleaned and bleached, the first thing to do, place or set the hat block in a tub full of water and then place the crown of the hat over the hat block in the water, and carefully pull and work the crown of the hat down tight, on over the hat block while same is in the water.

Now, then, place the hat cord or blocking cord around the crown of the hat on the hat block (have a slip-knot loop to hat cord), and draw same around the hat tight, then take the runner round and run or work the hat cord down to the bottom parts of the hat crown, evenly all the way around the bottom parts of the crown of the hat on the hat block.

Now, immediately after removing or taking the hat and hat block out of the tub of water, carefully place the hat crown on the hat block (do not remove the hat from the hat block) down in the crown hole of the flange, letting the brim parts of the hat rest on the brim parts of the flange, and then work the brim of the hat out thoroughly, down on the

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flange, reshaping same.

Then, when the brim of the hat has been reshaped on the flange, carefully remove the hat and hat block from the flange (do not remove the hat from the hat block); then carefully replace the hat cord or blocking cord around the bottom parts of the hat crown, in its place correctly. Then, after replacing the hat cord or blocking cord, allow the hat to thoroughly dry.

"SPECIAL INSTRUCTING POINTER, OR NOTE."

When after the hat is thoroughly dry remove the hat from off of the hat block, then stiffen or restiffen same as per the following specified instructions, etc., for THE STIFFENING OR RESTIFFENING OF PANAMA HATS.

The hat should now be trimmed or retrimmed as per the following specified instructions, etc.:

THE TRIMMING OR RETRIMMING OF PANAMA HATS. THE PLACING AND SEWING THE HAT BAND OR RIBBONS ON PANAMA HATS.

The hat band or ribbon is placed and sewed on Panama hats in the same manner as per the instructions, etc., specified for THE PLACING AND SEWING OF THE HAT BAND OR RIBBON ON SOFT, FUR OR FELT HATS.

HOW TO PLACE AND SEW THE BOW ON AND THE HAT BAND DOWN ON PANAMA HATS.—The same are placed and sewed on, and sewed down in the same manner as per the instructions, etc., specified for soft, fur or felt hats.

THE PLACING AND SEWING THE SWEAT BAND OR LEATHER IN PANAMA HATS.—The sweatband or leather is sewed in Panama hats

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in the same manner as per the instructions, etc., specified for soft, fur or felt hats.

**SPECIAL—HOW TO REBLOCK, SHAPE OR RESHAPE A PANAMA
HAT WITHOUT THE FLANGE OR BRIM BLOCK.**

SPECIAL INSTRUCTING POINTER, OR NOTE.—The first thing to do is to clean and bleach the Panama hat, as per the instructions, etc., specified for the cleaning of same.

**REBLOCKING, SHAPING OR RESHAPING THE CROWN OF PANAMA
HATS.**

Now, then, after the hat has been cleaned and bleached, place the hat block in a tub full of water, then place the crown of the hat over, or down over, on the hat block in the water and carefully pull and work the crown of the hat down tight on the hat block while same is in the water. Then place the hat cord or blocking cord tightly around the crown of the hat on the hat block (have a slip-knot loop to cord), and then take the runner round and run or work the hat cord down to the bottom parts of the hat crown, evenly all the way around the bottom parts of same. Without the use of the flange or brim block, the brim of the hat should now be shaped or reshaped, etc., as per the following specified instructions, etc., viz.:

**HOW TO SHAPE OR RESHAPE THE BRIM OF A PANAMA HAT WITH-
OUT THE FLANGE OR BRIM BLOCK.**

The brim of a Panama hat, as per this method, is shaped or reshaped while same is on the hat block, in the water, by working the brim of the hat in shape desired with the hands. To shape or reshape the brim of Panama hats, without the flange or brim block, simply shape or reshape same with the hands, while the brim of the hat is under the water, working, shaping or reshaping the brim parts under the water, until the brim is in shape as per the style desired.

Now, then, after the brim of the hat has been worked in shape, as per the above instructions, etc., then immediately remove or take the hat and

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hat block out of the tub of water (do not remove the hat from the hat block), and allow the hat to dry while same is on the hat block.

SPECIAL INSTRUCTING POINTER OR NOTE.—Carefully notice, after taking the hat and hat block out of the water, that the brim of the hat is in the shape desired. If necessary, after same has been removed or taken out of the water, further shape or reshape same. Then allow the hat to thoroughly dry.

SPECIAL INSTRUCTING POINTER.

When after the hat is thoroughly dry, remove the hat from off of the hat block, then stiffen or restiffen, as per the instructions, etc., specified for the stiffening or restiffening of Panama hats. Then finish, etc., as per the instructions, etc., specified for the trimming, etc., of same.

THE REBLOCKING, RESHAPING, TRIMMING, ETC., OF STRAW HATS. HOW TO REBLOCK, RESHAPE AND RETRIM STRAW HATS.

STRAW HATS are reblocked, reshaped, retrimmed, etc., practically in the same manner as per the instructions, etc., specified for the reblocking, reshaping, retrimming etc., of Panama hats, with the exception that, as a general rule, a SPECIAL set of hat blocks and flanges are required for the reblocking, etc., of same.

"SPECIAL INSTRUCTING BUSINESS POINTER OR NOTE."

NOTE.—As an investment with small capital we would not advise you to purchase a special set of blocks and flanges for the reblocking, etc., of straw hats, as same are rarely ever presented for reblocking. The Cleaning, Bleaching, Trimming of straw hats are more in demand than the reblocking of same.

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**THE PRACTICAL METHODS OR PROCESS, ETC., FOR THE STIFFEN-
ING, RESTIFFENING, ETC., OF PANAMA HATS
AND STRAW HATS.**

THE STIFFENING OR RESTIFFENING OF PANAMA HATS.

HOW TO MAKE OR PREPARE THE HAT STIFFENING SOLUTION.
—A receipt or formula for making or preparing hat stiffening for Panama hats:

To make or prepare the stiffening solution it should be made or prepared as per the following instructions, etc.:

Mix and dissolve in 1 gallon of hot water, powdered Gum Arabic, 4 ounces, and powdered Gum Tragacanth, 4 ounces. Now, then, when the two powders have been thoroughly dissolved the solution is then prepared and ready for use. (Let the solution cool before using.)

THE RESTIFFENING OF PANAMA HATS.

HOW TO APPLY THE HAT STIFFENING.—In the stiffening or restiffening of Panama hats the stiffening is applied as follows: Dip or immerse the hat in the solution, then swing off and let the hat dry.

ANOTHER METHOD.—Apply the solution to all parts of the hat with a clean sponge or brush and let the solution dry on the hat. In applying the hat stiffening apply more or less of the solution in restiffening in order to receive the results desired.

A NEW METHOD FOR STIFFENING PANAMA HATS.

To restiffen Panama hats, dissolve about a cupful of wheat starch in one-half gallon of water and bring to a boil. Then cool same down with water to hand heat, and then immerse the hat in the solution for a few minutes. Remove and swing the solution lightly from same and allow to dry.

NOTE.—Where Panama hats are only to be cleaned the same are restiffened immediately after the bleaching, but where Panama hats

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are to be reblocked, the same are restiffened, etc., after the hat has been reblocked and removed from the hat block.

HOW TO STIFFEN OR RESTIFFEN STRAW HATS.

TO RESTIFFEN OR STIFFEN STRAW HATS.—Apply wood alcohol and shellac solution, etc., as per the specified instructions, etc., for the restiffening of soft, fur or felt hats.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 6."

Valuable and practical pointers, methods, instructions, etc., pertaining to the renovating of hats—"making over old hats new"—and other information, etc., as follows:

**THE POLISHING OF SOFT, FELT, FUR, DERBYS, STIFF OR
SILK HATS.**

POLISHING PAD—HOW TO MAKE.—In the polishing of hats it is necessary to have or make a pad for polishing as follows: Make a small pad out of light canvas, in size about three by six inches, and one or two inches thick, or make a small sack in size out of canvas and stuff same with cotton, and the same is then ready for using.

HOW TO POLISH HATS.—To polish the hat apply to one side of the polishing pad a small amount of Vaseline and then rub same well in on the pad, then warm the side of the pad containing the vaseline and immediately apply the warm vaseline side of the pad to parts of the hat to be polished, rubbing the parts briskly with the polishing pad. Repeat the warming and the applying to the parts of the hat until all parts of the hat have been polished. (Apply the vaseline to polishing pad as often as necessary.)

THE CLEANING AND THE REPLACING OF HAT BANDS OR RIBBONS.

TO CLEAN.—Wash and clean hat bands or ribbons with hot or cold gasoline, then allow same to dry and then press same.

REPLACING HAT BANDS OR RIBBONS.—Whenever the hat band or ribbon is removed from hats and same is replaced on the hat, wash, clean

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and press same and then replace the cleanest side out. Light colored hat bands or ribbons in many cases will be faded on the exposed side but the other side of the same will not be faded, still retaining its original shade. To replace hat bands or ribbons, the same are placed or replaced as per the instructions specified in the placing of the hat band or ribbons on hats.

HOW TO TELESCOPE SOFT, FUR OR FELT HATS.

In case a hat is desired telescoped, after the hat has been reblocked and reshaped, place the crown of the hat over on or down on the telescope at block, then fit the cap of the telescope block on the block, pushing the parts of the hat to be telescoped down with same; then iron the telescope crease in the hat. Then when complete remove the hat from the block and steam the iron marks out of the parts ironed at telescope crease of same. The hat is then completely telescoped.

HOW TO TELESCOPE A PANAMA HAT.

In case a Panama hat is desired telescoped, after the hat has been Cleaned, Bleached, Reblocked, etc., place the crown of the hat over, or down on the telescope block, then fit the cap of the telescope block on the block, pushing the parts of the crown of the hat down in block with same. Now, then, wet the parts of the hat where crease is to be made, then press the crease with the hands all around on the block. When the telescope crease has been pressed thoroughly with the hands then allow the same to dry out on the telescope block. The hat is then completely telescoped.

HEATING THE GASOLINE.

HOW TO HEAT GASOLINE.—To heat gasoline, secure tin bucket and fill with water and place the water on the stove or fire and allow same to boil; then secure a tin bucket or can, smaller than the bucket containing

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the water, and fill same with gasoline. (CAUTION: DO NOT PLACE THE GASOLINE ON OR NEAR THE FIRE OR STOVE.)

Now, then, take the bucket of boiling water away from the fire and put the bucket or can containing the gasoline in the bucket containing the boiling hot water; allow the same to remain in same until the gasoline is thoroughly hot. When the gasoline is hot you are then ready to wash, scour and clean with hot gasoline.

CAUTION.—Do not handle the gasoline around or near the fire.

VARIOUS SPOTS AND STAINS. which have not been removed in the cleaning of hats are in most cases readily removed by applying wood alcohol to the spot or stain with a clean cloth or brush, rubbing same well.

SPOTTING CRAYONS.—For various spots and stains which are impossible to remove, the same can be covered over very satisfactorily with spotting crayons. Various colors of spotting crayons can be purchased from the following supply company: The National Aniline and Chemical Co., Chicago, Ill.

THE HEAT OF IRONS.—In the reblocking of hats, making over old hats new, it is very important that the irons should never be too extremely hot, as in this event there is serious liability of scorching in the ironing of hats.

SPECIAL IMPORTANT INSTRUCTING NOTE.—To test the heat of the irons, always apply the hot irons to a piece of paper, and if same does not scorch the paper the iron is not too hot and will not scorch the hat

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when applied to same.

HAT MEASUREMENT.

HOW TO FIND THE SIZE HAT A MAN OR A BOY SHOULD WEAR.—
The following table applies to both boys' and men's sizes:

Hat Sizes.	Inch. Around Head.	Hat Sizes.	Inch. Around Head.
6 3-8.....	19 3-4	7 1-8.....	22 1-8
6 1-2.....	20 1-4	7 1-4.....	22 1-2
6 5-8.....	20 5-8	7 3-8.....	22 7-8
6 3-4.....	21	7 1-2.....	23 3-4
6 7-8.....	21 3-8	7 5-8.....	23 3-4
7	21 3-4	7 3-4.....	24 1-4

SPECIAL INSTRUCTING POINTER, OR NOTE.—In the reblocking, re-shaping, etc., of hats, use this scale of hat measurements to find the size of a hat. Always measure the heads of your customers, as per the above hat measurements.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 7."

The practical instructions, methods, processes, pointers, explanations, etc., pertaining to the dyeing or redyeing of Soft, Fur or Felt Hats, Panama Hats and Straw Hats, as follows:

THE DYEING OF SOFT, FUR OR FELT HATS.

SPECIAL INSTRUCTING POINTERS.—In the dyeing of soft, fur or felt hats, first thoroughly wash, scour or clean same removing all dirt, dust, greases, spots, stains, etc., as per the specified instructions, etc., for the washing, scouring or cleaning of same.

Now, when, after the hat has been thoroughly washed, scoured or cleaned, etc., restiffen same, as per the instructions, etc., specified for the applying of hat stiffening, for the restiffening of soft, fur or felt hats.

EXTRA IMPORTANT NOTE.—Allow the hat to thoroughly dry after cleaning, etc., before again applying the hat stiffening solution, and allow the hat stiffening to thoroughly dry on the hat before the dyeing of same.

Now, then, when after the hat has been cleaned, restiffened, etc., it is now in condition to be dyed, and should be dyed as per the following specified instructions, etc.:

THE PRACTICAL "DYES" FOR THE DYEING OF SOFT, FUR OR FELT HATS.

SOFT, FUR OR FELT HATS are dyed with dyes for dyeing wool or silk, and in the dyeing of hats, as a suggestion, use "Diamond Dyes," or any other dyes specially used for the dyeing of wool or silks. These

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special dyes, if properly used according to the specified directions, etc., usually give excellent or the best possible results that can be obtained in the dyeing of soft, fur or felt hats.

SPECIAL INSTRUCTING POINTER.—Don't try to dye "dark colors" a lighter color than the original shade; they must be dyed a darker color or a similar color.

HOW TO DETERMINE THE AMOUNT OF DYE REQUIRED IN THE DYEING OF A SOFT, FUR OR FELT HAT.—To determine how much dye will be required in the dyeing of a hat, **WEIGH THE HAT.** Usually three 10c packages of dye will dye a hat weighing three pounds a full shade.

VESSELS FOR DYEING.—In dyeing use only tin, brass, porcelain or agateware vessels to dye in for the dyeing of soft, fur or felt hats. The vessel used in dyeing should be sufficiently large enough to allow the hat to be worked and easily turned therein without exposing same, or, in other words, the can or vessel for the dyeing of soft, fur or felt hats should be sufficiently large enough to place therein three or four gallons of water.

HOW TO PREPARE THE DYE BATH OR SOLUTION FOR DYEING.

DIRECTIONS.—First moisten the dye with a little cold water, and then add slowly one quart of boiling water; boil until dissolved; then when dissolved, strain the dye solution through a cloth into the can or vessel containing a sufficient amount of water (two, three or four gallons of water) to completely immerse and cover all parts of the hat that is to be dyed. Now, then, stir and dissolve two heaping tablespoonfuls of common salt and two tablespoonfuls of strong vinegar therein to each gallon of water used in dyeing.

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HOW TO DYE A SOFT, FUR OR FELT HAT.

After preparing the dye bath or solution, etc., as per the above specified instructions, etc., moisten the hat in water and enter or place same into the warm dye bath or solution, which should then be slowly brought to a boiling point or heat, and so continued for 30 to 60 minutes, or until the best possible results are received that can possibly be obtained in the boiling, dyeing of same. Now, then, after the dye bath or solution containing the hat has boiled sufficiently, remove same from the fire and allow to cool, stirring same until cool.



"IMPORTANT SPECIAL INSTRUCTING POINTER."

IMPORTANT SPECIAL.—In dyeing, do not allow parts of the hat to float exposed to the air, nor do not allow the hat to settle on the bottom of the dye vessel, but keep all parts of the hat under the dye solution and in motion, stirring and keeping same in action with two small sticks until the dyeing of same is complete. In other words, after the hat is placed in the dye solution or bath, stir same continually until the hat is removed from the dye solution or bath.

REMOVING THE HAT FROM THE DYE SOLUTION OR BATH.

After the dye solution or bath containing the hat has cooled sufficiently, remove or take the hat out of the dye solution or bath and place same in a tub of clean, salty water and allow the hat to remain in the salt water fifteen or twenty minutes; then rinse same again thoroughly in clear water and allow the hat to dry. Now, then, when the hat is dry, finish, restiffen, reblock, trim, shape or reshape, etc., as per instructions, etc., specified for the reblocking, reshaping, trimming, etc., of soft, fur or felt hats.

THE DYEING OF HAT BANDS OR RIBBONS.

To dye hat bands or ribbons, prepare or mix the dye solution or bath, as per the instructions specified for preparing dye solution or bath for

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dyeing. Now, then, to dye hat bands or ribbons, first thoroughly wash and clean same, and after cleaning, enter or place the hat band or ribbon in the dye solution or bath, and boil same ten or fifteen minutes.

After the dyeing of same is completed, remove the hat bands or ribbons from the dye solution or bath, and immediately rinse same out thoroughly in salt water. Then again rinse out in clear water as many times as necessary to receive the best possible results obtained in dyeing. After rinsing (do not wring the hat bands or ribbons out) hang same on line and allow to dry. Then, when same are dry, carefully iron and press same.

**PRACTICAL METHODS, PROCESS, ETC., FOR THE DYEING OF
PANAMA AND STRAW HATS.
"THE DYEING OF PANAMA HATS, STRAW HATS, ETC."**

In the dyeing of Panama, straw hats, etc., the first thing to be done is to thoroughly clean same, then place same in a solution of hot water and soda (dissolve 2 ounces of soda to each gallon of water used), and allow same to remain in the solution for twelve hours. Now, after same has remained in the solution for twelve hours, take out and rinse thoroughly, when it is ready for the dye bath.

**THE PRACTICAL "DYES" FOR THE DYEING OF PANAMA AND
STRAW HATS.**

Use dye for cotton in dyeing all Panama, straw goods, etc. Prepare the dye solution or bath as previously specified for dyeing. Enter same into the dye solution or bath in a moist condition and keep well under the dye solution while dyeing, so as to avoid spotting.

DYEING BLACK.—For every quart of water used in the dye solution or bath, add two tablespoonsful of common salt. Boil for one hour, then

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allow same to cool. When cool remove the hat from the dye solution, rinse in clear water and allow same to dry. Then dress and finish.

DYEING GREEN.—Add to each quart of water used in dye solution or bath, two tablespoonsful of salt. Boil for fifteen minutes, then add one teaspoonful of vinegar to the dye solution. Then boil until the shade desired is secured, and then allow the dye solution to cool. When cool, remove the hat, rinse same, then dry, dress and finish.

DYEING PURPLE.—Add to each quart of water used in the dye solution or bath one teaspoonful of salt. Boil for thirty minutes; then allow the dye solution to cool. Then remove the hat, rinse, dry, dress and finish.

DYEING BLUE OR BROWN.—Add to each quart of water used in the dye solution or bath one teaspoonful of soda. Boil for fifteen minutes, then add one teaspoonful of salt, and continue to boil until shade desired. Then allow the dye solution to cool; remove the hat, rinse, dry, dress and finish.

DYEING RED OR YELLOW.—Add to each quart of water used in the dye solution or bath one teaspoonful of soda. Boil red for one hour and yellow for about thirty minutes. Then allow the dye solution or bath to cool; remove the hat, rinse, dry, dress and finish.

HOW TO DRESS DYED PANAMA, STRAW HATS.

All Panama, straw hats, which have been dyed should be dressed. Make a sizing of one-half ounce of bonnet glue to one pint of water and apply same to all parts of the hat with a sponge. This will give a glossy appearance and also retain their shape.

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The practical methods, processes, etc., for the "dry" dyeing and coloring of Panama hats and straw hats:

SPECIAL INSTRUCTING POINTER.—The Dry Dyeing and Coloring of Panama hats or straw hats has an advantage over the regular method or process of dyeing, as it does not change the shape, and we advise its use in preference to the regular method or process of dyeing.

HOW TO DRY DYE OR COLOR PANAMA HATS OR STRAW HATS.

TO DRY DYE OR COLOR Panama, straw hats, take dye of the color desired and dissolve in alcohol and add an equal part of white shellac, allow same to set for twelve hours; then apply the solution to all parts of the hat with a sponge or brush; then allow the hat to dry. If the shade should be dull apply a little sweet oil with a sponge to all parts of the hat; then again allow same to dry. Then when the hat is dry, finish same.



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"THE INSTRUCTIONS, ETC., OF CONTENTS NO. 8."

Special miscellaneous Business Pointers, suggestions, advertising methods, instructions, etc., pertaining to the renovating of hats—making over old hats new—and to the establishing and conducting of the profitable and independent enterprise.

SPECIAL ADVERTISING BUSINESS POINTER.—In starting the business, if possible, have you some business cards printed with your name, business and address on same and hand the cards out whenever possible to prospective customers, etc.

HOW TO SOLICIT WORK AND AT THE SAME TIME INTRODUCE THE SERVICE.

This practical method of soliciting, introducing and advertising is used to a good advantage in starting and establishing the business and for the soliciting of work and for introducing the service. Have your printer or local newspaper to print you the following circular letter on POST CARDS and then mail same out to your friends, prospective customers and the general public, etc. The reading or printing on the POST CARDS should be as follows:

Dear Sir:—Should you desire at any time to have an Old Hat Made Over New, Cleaned, Bleached, Trimmed, Reshaped, Reblocked, etc., we would be pleased if afforded the opportunity of demonstrating to you our unexcelled, scientific and artistic service.

Do not cast your old hats aside. We can clean, bleach, dye, trim, reshape and reblock the old hat and make same over new, thereby not only improving appearance of same, but it will look and wear like a new hat and at the same time save you money.

Give our service a trial and let us convince you that we are scientific and artistic in the reblocking of hats, Making Over Old Hats New.

Notify us and we will be pleased to call for any old hats you may at present have on hand that need our special attention.

Thanking you in advance for your patronage,

Yours very truly, (Name).....

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SPECIAL ADVERTISING POINTER.—A small advertisement in your local newspaper, stating that you are prepared to do all kinds of scientific and artistic Cleaning, Bleaching, Dyeing, Trimming, Reshaping of Hats—Making Over Old Hats New—will be an advantage to the business.

SPECIAL BUSINESS SUGGESTION.—Talk your business whenever possible and always place or leave your business card in noticeable places, and especially with prospective customers.

IMPORTANT NOTE.—Always make profit. Charge fair prices and do your work well. Good work is entitled to good pay, and is the best advertisement to get trade.

HOW TO MAKE MORE PROFIT.

In washing, scouring, cleaning, etc., with gasoline, save the dirty gasoline; pour the same in a vessel or can and allow to settle; then, when the gasoline has settled and is clear, pour same into some other can or vessel. This clear gasoline can then be used again in the washing, scouring and cleaning of other hats, such as dark colored or black hats, but not light colored hats. In washing, scouring and cleaning light hats always use the very cleanest gasoline.

HOW TO APPOINT AGENTS AND ESTABLISH AGENCIES.

BUSINESS POINTER.—After you have fairly started and established the trade or the enterprise in your town or city, appoint agents in other towns, localities, etc., to represent your business. Agents can be appointed in all your surrounding towns, etc., or as many as desired. Have the agent who is appointed to secure the work in the agent's locality and express same to you, same, on completion, to be reshipped and collected for. Usually an agent can be secured on 10 or 15 per cent commission. However, we advise that you have the work to be secured in your locality before appointing agents in other localities.

MISCELLANEOUS INFORMATION, POINTERS, ETC.

HATTER'S SUPPLIES, ETC.—For all hat supplies, etc., such as hat blocks, inner and outer bands, and other various hat tools, supplies, etc.,

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write to the following supply houses:

J. B. Mast Co., No. 22 West Fourth St., New York City, N. Y.

Camden and Philadelphia Soap Co., Camden, N. J.

Roberts, Cushman & Co., 10 Washington Place, New York City, N. Y.

SPECIAL INSTRUCTING BUSINESS POINTER.

In selecting the set of hat blocks and flanges, purchase or select the set or style of hat blocks and flanges that is best adapted to the styles and shapes of hats worn in your locality, and with a little genius and thinking effort on your part you can, with the proper selection of a set of hat blocks and flanges, reblock, reshape, etc., various different styles of soft, felt, fur and Panama hats.

IMPORTANT INSTRUCTING NOTE.

In ironing and pressing the brims of hats always use the (flannel) pressing or sponge cloth on same, and immediately after removing the pressing cloth from the parts ironed and pressed, always apply the tolliker to the parts pressed, rubbing the parts thoroughly with same.

SPECIAL INSTRUCTING POINTER.

In using the rounding jack or knife in the trimming of hat brims always trim the brim down to the width desired before shaping or reshaping the brims of hats.

EXTRA IMPORTANT INSTRUCTING POINTER.

BENZINE SOAP.—This soap should be used whenever possible in the washing and cleaning of hats with hot or cold gasoline, but same is not absolutely necessary in the processes. Benzine soap is used in cleaning with gasoline, the same as other soaps are used in washing and cleaning with soap and water. Benzine soap can be purchased from any of the above Hatters' Supply Houses at a cost of about five pounds to the dollar.

IMPORTANT SPECIAL BUSINESS POINTER.

IMPORTANT.—As an investment with but small capital in learning the hatter's trade and establishing the enterprise, we would not advise the purchasing of a special set of hat blocks and flanges for the reblocking of derbys, stiff or silk hats, as same are not presented for reblocking as

Dedicated special to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish that result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.

THE
METHODIZED OR SYSTEMATIZED
"ENCYCLOPEDIA."

THE HATTER'S
SCIENTIFIC AND ARTISTIC
"INSTRUCTOR."

"THE SYNDICATE SYSTEM."

readily as soft, felt or fur and Panama hats, etc. The cleaning, polishing, etc., is more in demand than the reblocking, etc., of same.

SPECIAL PRECAUTIONS.—In the cleaning, bleaching, dyeing, trimming, reshaping, reblocking of hats, "making over old hats new," special precautions are necessary that you do not rush or slight any part of the work. Never complete or finish until the perfect results received are as desired.

WORK AND SUCCESS.

What is worth doing is worth doing well, and good work is entitled to satisfactory pay. Work that is slighted will hurt your reputation as a workman whenever seen. Cheap work, cheap in price and quality, never can be made to contribute to your success.

HOW TO BE SUCCESSFUL.

SUCCESS.—To be successful, always do your work well, make profit charge fair prices for your service, hustle to make the word "failure" spell "success," and give every man a square deal.

PRICES USUALLY CHARGED.

The following are the usual prices obtained for the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats, "Making Over Old Hats New:"

PRICES USUALLY OBTAINED FOR ONLY CLEANING.

Soft, Fur or Felt Hats.....	50c
Derbys or Stiff Hats.....	25 to 50c
Silk Hats.....	50c to \$1.00

PRICES USUALLY OBTAINED FOR ONLY BLEACHING AND CLEANING

Panama Hats.....	50c to \$1.00
Straw Hats.....	50c to \$1.00

A complete and practical hand system or course of instructions in the Cleaning, Bleaching, Dyeing, Trimming, Reshaping, Reblocking of Hats. "Making Over Old Hats New," with plans for starting and establishing the Profitable and Independent Business Enterprise.

**THE PRACTICAL SCIENCE AND SECRETS OF
CLEANING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOCKING,
MAKING OVER OLD HATS NEW.**

**PRICES USUALLY OBTAINED FOR REBLOCKING OF HATS—MAKING
OVER OLD HATS NEW.**

Soft, Fur or Felt Hats.....	\$1.25 to \$1.50
Derbys or Stiff Hats.....	\$1.25 to \$1.50
Silk Hats.....	\$1.50 to \$2.00
Straw Hats.....	\$1.25 to \$1.50
Panama Hats.....	\$1.25 to \$1.75

PRICES USUALLY OBTAINED FOR ONLY DYEING OF HATS.

Soft, Fur or Felt Hats.....	50c to 75c
Panama Hats or Straw Hats.....	75c to \$1.00

NOTE.—In dyeing hats the specified prices for dyeing are usually obtained for the service of dyeing only, and should be added to the charges for the reblocking of hats, "making over old hats new."

In regard to prices or charges for all hat work, use your own judgment, but always charge fair prices for your service. Never reblock a hat or make an old hat over new for less than \$1 or \$1.25, for the profits of a business enterprise are the source of all business success.

"CONCLUSION."

In conclusion, the opportunity is now within your grasp to practically learn the **HATTER'S PROFITABLE RENOVATING TRADE**, that immediately enables you to start a dignified and independent money-making business enterprise with but small capital that pays enormous cash profits.

"WHAT OTHERS HAVE DONE YOU CAN DO."

The practical instructions, etc., herein the **HATTER'S SCIENTIFIC AND ARTISTIC INSTRUCTOR**, for teaching the inexperienced the profitable trade, are not theory, but the results of real hard-earned, practical experience, and if you are willing to put forth your best efforts, throwing all your energy into the

**CLEANING, BLEACHING, DYEING, TRIMMING, RESHAPING,
REBLOCKING OF HATS, "MAKING OVER OLD HATS NEW,"**

there is no reason why you should not succeed in learning the practical trade and successfully start and establish the profitable and independent money-making business enterprise.

Dedicated special to the man who wants to learn a Profitable and Independent Trade, and who is willing to make an earnest effort in an earnest way to accomplish that result, and to the man with but little or no capital, who wants to make money by establishing the enterprise.



—TAKE—

60 MINUTES TO LEARN THIS TRADE
AND
75 CENTS STARTS YOU IN BUSINESS

HOW TO MAKE

**RAISED
LETTER
SIGNS**

—AND—

**MADE WITHOUT CAPITAL OR MONEY, FROM
\$2.00 TO \$25.00**
PER DAY

NO PAIN DRILL, BUT A NATURAL FACT

A SIMPLE AND SUREFIRE WAY OF LEARNING A TRADE
WHICH IS GOOD FOR A LIVING IN ANY PART OF THE
CIVILIZED WORLD, AND AN HONEST AND EASY WAY TO
GAIN PLENTY OF CASH SECRET, PRACTICALLY WITHOUT
INVESTING CAPITAL, CASH OR MONEY.

\$ PRICE ONE DOLLAR \$

**RAISED
LETTER
—NOVELTY—
SIGNS
(GETS THE MONEY)**

If you are tired of working for other people; if your present income is too small, or if you are looking for something to do during spare time, you should learn to make raised letter signs.

The process is very simple; a child who can write a plain hand can learn to do it in one hour.

Raised letter signs are just what the name implies. They have the appearance of fine embossed work, but the relief is greater and in sharper contour. With the air pencil you can make hair lines, or letters one-half inch thick. The lettering can be done in snow white, pink or any plain color, or in gold, silver or bronze. Black or colored card is used.

WE TEACH YOU THE ART.

No series of lessons is necessary in order to master this money-making business.

On the contrary, our plain printed instructions give you the idea almost instantly, and your very first efforts will be satisfactory. We not only teach you how to do the work, but tell you how to make money with the signs from the start.

WE TELL YOU JUST HOW TO MAKE MONEY.

We tell you of advertising schemes peculiar to raised letters that you never heard of before.

Raised lettering is a mechanical art, easily and quickly learned. A very little practice will make you perfect.

YOU CAN BE SUCCESSFUL AT THE VERY BEGINNING.

The letters are easily formed and especially adapted to those having no experience in sign work.

There are so many ways to make money with raised letters that we mention only a few of the best. We tell you just how to get the cash money from merchants, storekeepers, etc.

There is a great demand for artistic show card signs. Every storekeeper has use for them. Raised letter signs are in demand everywhere.

Make up a few samples of your cards, show the storekeeper what they are, and offer to make him a sign with any wording he desires.

All kinds of stores and business houses want them. Many large establishments buy them in wholesale quantities.

Not a merchant on earth but that uses signs. The merchant would pay a painter a dollar for a sign not as artistic as that one you can make for him for 15 cents.

ANOTHER BIG MONEY-MAKING PLAN FOR RAISED LETTERS.

Get up church directories. See the pastors of the various churches. Get their hours of services, meetings, etc. Make them a directory in raised letters to hang in conspicuous places. We instruct you how to do it.

BUSINESS DIRECTORIES.

Get up a business bulletin board. Its novelty makes it easy to get advertisements for it, and it is a winner every time. It is so arranged it requires only one day's canvassing for a complete directory, and you can make it in raised letters after supper. Each directory will bring you from \$10 to \$15. You can travel around the world on this scheme.

WE TELL YOU HOW TO DO IT.

There are many other ways to make money with raised letters. You can make advertising bills of fare for restaurants, menus for soda fountains, door plates, labels, address envelopes, write calling cards and do other novel and profitable work.

The cost of material is small compared with the enormous profits. Show cards sell at 15 to 50 cents, while the cost is only 1 to 5 cents. You can turn out 50 to 250 signs a day, and you should be able to sell 100 OR MORE SIGNS PER DAY.

One business directory will bring you in from \$10 to \$15 and the cost is about 40 cents. This is only one day's work. Six days means from \$60 to \$150. Begin the work in your home town. Branch out to other towns. Hustle and the world is yours.

No other business in the world offers

Address And Make All Orders Payable To,
ROBERT HOLMES & CO.,
SAN MARCOS, TEXAS.

better profit in no other business in the world that can be learned in so short a time and teaches it in the magnitude of its profits. You can work your territory over and over.

EVERYTHING IS VERY SIMPLE.

We furnish you the complete instructions in booklet form and when you get this booklet you are prepared for immediate business.

In conclusion, we wish to impress upon you the fact that you have hit a business opportunity.

We wish also to drive home to you the fact that our instructions are so complete and the process is so very simple, that you cannot possibly fail. A very little practice and you are ready to start making money in this rich field. This process should be worth \$25 to you if you desire an easy way to make big money. The regular price of the process has been \$10, but it is one of those businesses that can scarcely be overcrowded, and we have decided to put the price at \$1.

HERE'S AN ADDITIONAL MONEY-MAKER.

Thrown in for Good Measure.

As a sort of appendix to our booklet, which gives you full complete instructions for working the raised letter business, we are including, free of cost, another big money-making plan. This plan was devised by an expert of many years' experience, and this plan alone is worth ten times the cost of the entire business. Read the following carefully:

SELL A 25-CENT ARTICLE FOR 15 CENTS, GIVE A 25-CENT PREMIUM AND CLEAR 12 CENTS ON EVERY SALE.

Study the above words carefully. Does it not sound like big money?

If you can sell a housewife a 25-cent article she actually needs for 15 cents and give her a 25-cent premium, don't you think you can make oceans of sales? This is just what you can do.

This plan tells you of a 25-cent article needed every day, by every woman, which costs you 2 cents. It tells you of a premium priced at 25 cents, which costs you one cent. Net value to the consumer, 50 cents; net cost to her, 15 cents; profit to you, 12 cents; and if you cannot make 100 sales a day you could not sell gold dollars at 50 cents each.

This proposition is embodied in our raised letter instruction booklet and costs you nothing additional.

YOUR RECEIPT OF \$1 ONLY WE WILL SEND YOU SOONER CONTAINING YOUR OWN PLAN'S INSTRUCTIONS FOR THE RAISED LETTER BUSINESS AND ALSO FULL INSTRUCTIONS AS TO THE ABOVE PREMIUM PLAN.

The raised letter proposition is one that is worthy your consideration—you cannot afford to pass it by.

The premium plan last mentioned is one of extraordinary merit and sure to please you.

Let us hear from you. Strike out, be independent, make money fast, easily and honestly. Send your dollar now and complete instructions will be forwarded by return mail.



SPECIAL OPPORTUNITY—Learn the Garment Cleaner's, Presser's, Dyer's, Renovating Trade, that immediately enables you to start a dignified and independent money-making business enterprise, with but small capital, that pays enormous cash profits. No expensive equipments are necessary. We will teach you the practical trade. Write us at once for free booklet, full particulars, etc.

Address all letters or communications to

THE SYNDICATE SYSTEM CO.,
San Marcos, Texas.







SERIAL OPPORTUNITY—Learn the Garnett Cleaver's, President, Dyer's, Renovating Trade, that immediately enable you to start a dignified and independent money-making business enterprise, with but small capital, that pays enormous cash profits. No expensive equipments are necessary. We will teach you the practical trade. Write us at once for free booklet, full particulars, etc.

Address all letters or communications to
THE SYNDICATE SYSTEM CO.,

Box 1000, Tulsa,